

4786

# CHEMIST & DRUGGIST

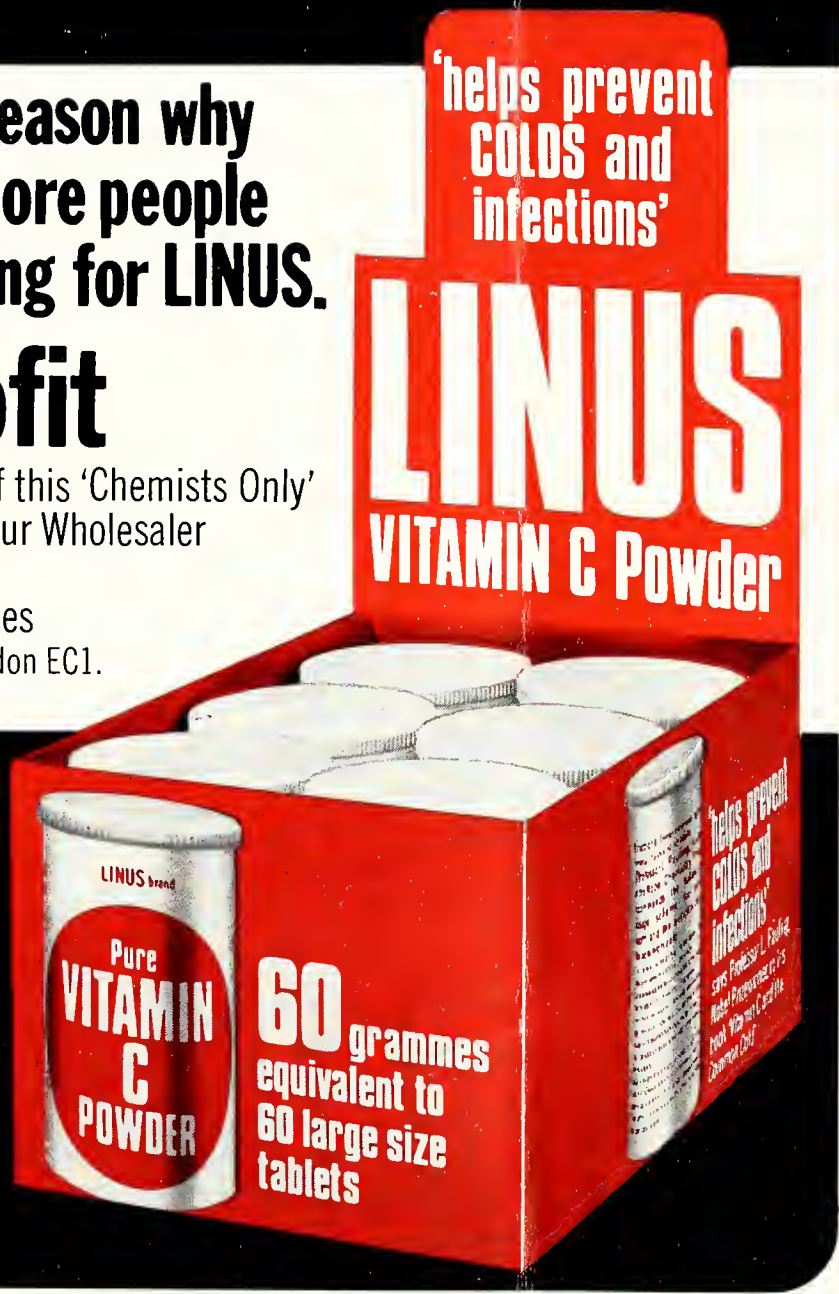
newsweekly for pharmacy

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in every 60G pack of this 'Chemists Only' Line - order from your Wholesaler or direct from  
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Terms agreed for 'NP' labelling

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London NPU members at headquarters

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An unusual gift that will never be forgotten. Agfamatic—the 'Sensor' camera that costs little more than an ordinary cassette model.



# CHEMIST & DRUGGIST

113th year of publication Vol. 196 No. 4786

The newsweekly for pharmacy

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A Benn Group Journal

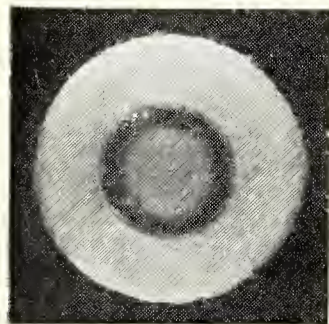


Mr J. Wright, director, National Pharmaceutical Union, welcomed North London members to NPU headquarters last week (see p 807)

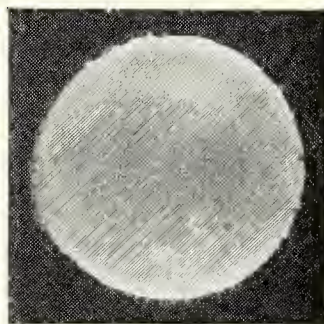
# Predictor... The home pregnancy test you can safely recommend.

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Coll.	WelMOmec
Coll.	
No.	



positive result



negative result

Predictor is the first nationally advertised home pregnancy test you can safely recommend. Forty years of research and development have perfected the well-known immuno-chemical demonstration of HCG in urine to such a degree, that now it can be conducted by the woman herself in the privacy of her own home.

Here is why you can safely recommend Predictor.

**Reliability** Predictor gives the same 99% accuracy that only the best laboratory tests can guarantee.

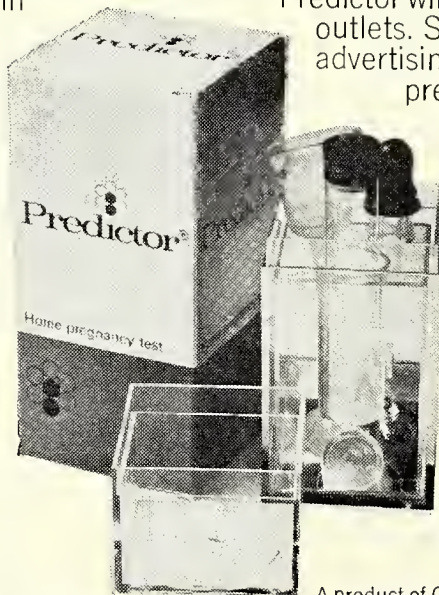
**Speed of results** Predictor detects HCG pregnancy hormone so sensitively, that the test can be conducted only nine days after a period was expected. And research shows that women consider this a highly important benefit.

**Simplicity** Predictor is simple. The test can be set up in a few minutes, and the result read two hours later. As is demonstrated in the pictures above, the result is also perfectly simple for any woman to interpret.

Predictor will be sold through chemist outlets. So when the first ever National advertising campaign for a home pregnancy test breaks in December, customers will be asking you for Predictor.

Predictor sells at £1.75 per test. This means 57p. profit for every pack you sell. Contact your normal supplier for details of the special introductory offer.

**Predictor . . . the home pregnancy test you can recommend.**



A product of Chefaro Proprietaries Ltd.

# Terms agreed for 'NP' labelling

Agreement has been reached on how much the Department of Health should pay for "Nomen proprium" labelling of NHS dispensed medicines.

The Central NHS (Chemist Contractors) Committee this week approved the agreement which allows for "14 seconds extra work by qualified staff on every prescription involved". The procedure to be adopted is that worked out by the Pharmaceutical Society and the British Medical Association—that is, that all NHS forms should be printed with the letters "NP" which would be deleted by a doctor not wanting the medicine labelled.

The exact effects on the "balance sheet" of the scheme's launch terms have still to be worked out, but it has been agreed that the on-cost allowance will be increased to 10½ per cent from the operative date. However, it is understood that the administrative changes required will prevent the scheme being put into operation before April 1, 1972.

## New prescription charge plans?

The Government is now considering schemes to link flat-rate prescription charges with the total cost of the National Health Service drugs bill, according to William Breckon writing in Monday's *Medical News-Tribune*. But no increase in the charges is expected in the next six months and "there will certainly be no increase announced in the next budget".

Mr Breckon claims that the cost-related plan emanated from the Treasury, and from the outset the Department of Health foresaw considerable difficulties in implementing such a scheme.

But, reports the *MNT*, the Conservative Government will stick to its principle that those who can afford to contribute directly to some of the costs of the NHS should do so.

Under the schemes being considered as the overall drugs bill rises the prescription charge would rise proportionately.

□ During the past week Sir Keith Joseph has stated that no alternatives are under consideration.

## Meeting on NHS restructure

Representatives of the Central NHS (Chemist Contractors) Committee and the Pharmaceutical Society met the Minister of State for Social Services, Lord Aberdare, on Monday to discuss the proposed reorganisation of the National Health Service.

At its October meeting, the Central NHS committee received a reply to its representations about contractor pharmacists' concern that they were not directly represented on the Steering Committee involved with the management study into the re-organisation. The reply said that contractor pharmacists were in no different position to the many other organisations reflecting important professional or sectional interests.

The reply also gave the following answers to the specific questions asked about the study group.

"The programme adopted by the study group provides for an initial phase during which organisational hypotheses will be constructed followed by a second phase during which they will be tested in the field. During the course of each phase the study group will be presenting ideas to the Steering Committee for consideration or approval.

"In addition to our examination of written material relating to the work of pharmacists (among those of the many different health professions)... we have been and will be seeking to identify the important issues by discussions with officers in the field and in the Department.

"There are no nominated departmental pharmacists attached as advisers to the study. We look to the chief pharmacist and his staff generally for help as it is required".

After discussion it was agreed that the Committee could not accept that "chemist contractor



An experiment at Mallinson House: North London members of the National Pharmaceutical Union, visited NPU headquarters last week, when staff members were on hand to show them round, and they were given a display of NPU services (see also 'NPUM and VAT under discussion', p 807)

pharmacists" were one of "the many other organisations" referred to in the letter, and that the Committee still considered it essential that a chemist contractor representative be appointed to the Steering Committee.

## Goods stolen with BR trailer

Thieves got away with over £12,000 worth of merchandise from Helena Rubinstein Ltd's factory at East Molesey last week.

The thieves arrived with a fake British Rail mechanical horse, hitched it to a trailer loaded with merchandise awaiting collection and drove away.

It contained packs of Beauty Overnight cream, Nudit, Skin Dew emulsion, Deep Cleanser, Apple Blossom hand lotion and dusting powder spray, Skin Fashion make-up sticks and some Christmas packs.

The trailer was found empty four hours later.

A reward of £1,200 is being offered for the recovery of the merchandise and the apprehension and conviction of the thieves.

## Three more for Westons

The latest addition to the retail pharmacy chain of R. Weston (Chemists) Ltd opened this week at 17 Little Westgate, Wakefield.

The branch has 3,000 sq ft of selling space on two floors. In addition to the standard range of pharmacy merchandise, including cosmetics and

photographic goods, the new unit offers houseware, tableware, glassware, cutlery and travel goods. There is also an extensive records and audio department.

Manager is Mr Roy Henstock, MPS.

Further openings are scheduled for December 1 at 16-18 Park Street, Worksop, and 27 Chantry Lane, Grimsby.

## Another 'health centre' group

Woodside Pharmacy (Glasgow) Ltd has been registered as a private company with capital of £4,000 to establish and operate a dispensary as part of, and for persons using Woodside health centre, Glasgow.

This is the second "health centre consortium" to be formed in Scotland in the past few weeks (see *C&D*, November 6, page 679).

## Beecham given rpm undertaking

Sibley Superstores Ltd, of 14 High Street, Sibley, Leics, have undertaken in the High Court not to sell Beecham Group proprietary medicines below the prices fixed in Beecham's current price list.

Mr Gavin Lightman, for Beecham's, told Mr Justice Brightman that Beecham's were protected in respect of their proprietary medicines by a decision of the Restrictive Practices Court.

Besides giving the undertaking Sibley Superstores would pay £100 towards Beecham's costs.

## New medicines exempt PT

The Purchase Tax (No 6) Direction 1971 issued by the Customs and Excise temporarily exempts further medicines from purchase tax. The effect of the Direction, which became operative on November 18, is to make the following additions to the entries contained in the schedule to the Purchase Tax (No 5) Order 1971.

To Head II of the Schedule are added:

4 - Allyloxy - 3 - chlorophenyl-acetic acid;

Amidephrine mesylate;

3 - (2 - Chloroethyl) - 2 - (2 chloroethyl amino)-tetrahydro - 2 H - 1, 3, 2 - oxazaphosphorine 2 - oxide;

3 - (2 - Chloroethyl) - 2 - [di-(2 - chloroethyl) - amino] - tetrahydro 2H - 1, 3, 2 - oxazaphosphorine 2 - oxide;

Clemastine hydrogen fumarate [proprietary name Tavegil]; Ethambutol and salts thereof whether or not mixed with isoniazid, and salts thereof, derivatives of isoniazid and salts of such derivatives [Mynah];

Piperazine oestrone sulphate;

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction.

## 'Which?' rates hair colourants

Elida's Melody is named as the "best buy" for semi-permanent hair colourants in a survey appearing in the current issue of Which? Sixteen leading brands (four shades of each where available) were tested.

Two-thirds of the 450 Consumer Association members who supplied information for the survey were over 35 and most of these used the colourants to blend in grey hairs or add highlights to their natural colour. Seldom did they want to change their hair colour completely.

Results showed that the type of hair being dyed did not seem to matter, chances of success were much the same.

The Which? team estimate that women spend over £10m every year changing the colour of their hair.

Of the semi-permanents, apart from Melody, judged as good value for money were Loving Care, Boots No 7 colour cream shampoo, Miners hair colour shampoo and Poly-color.



Soap, in every shape and form, is one of the most successful commodities sold as Christmas presents each year—and soap-on-a-rope is a current favourite. The girls pictured here are working at the Yardley factory putting the rope into Sea Jade soap before it is stamped into the familiar shapes of Seahorses and Cougar squares

## Names soon for 'misuse' council

The Home Secretary hopes to be in a position to announce the names of the members of the Advisory Council on the Misuse of Drugs early next month, according to Mr Richard Sharples, Minister of State, Home Office.

Replying to a Commons question last week he also stated that the Home Secretary intends shortly to make an Order to bring into operation with effect from January 1, 1972, the provision of the Misuse of Drugs Act, 1971 which relate to the setting up of the Advisory Council on the Misuse of Drugs, and to research.

"The commencement of the remaining provisions of the Act depends upon the preparation of regulations. Consultations with the interested organisations is to start soon, but a great deal of detailed work remains to be done".

Mr L. Pavitt asked the Secretary of State for Social Services, if he will place in the Library a list of the criteria upon which agreement can be sought by his department with the pharmaceutical industry for the sales promotion expenditure permissible for drugs used in the National Health Service.

Sir Keith Joseph replied "The present Voluntary Price Regulation Scheme provides for an interim review of its general operation and consideration of criteria for sales promotion and profitability. Discussions on these questions are taking place with the Association of the British Pharmaceutical Industry and I would prefer to await their outcome."

For financial years ending in 1969, 103 companies provided returns under the voluntary price regulation scheme, Mr Michael Alison, Under-secretary of State for Social Services, told Mr L. Pavitt in the Commons this week.

Net price reductions were made by eight companies following negotiations, and negotiations with four companies were still outstanding, he said.

Mr Joel Barnett asked the Secretary of State for Health: In his discussions with the drug industry how many admissions had been received that excessive profits were made. Mr Michael Alison, Under Secretary, replied: "None, but most major companies have made price reductions, sometimes on their own initiative and sometimes after negotiations with the Department.

## Joint action to curb pilfering

Anti-pilferage action committees, formed by retailers, is a new idea to combat the mounting burden of pilferage losses suggested recently by security expert, Mr F. R. Pegg, chief executive of the Volumatic Co of Coventry, at a seminar

on shoplifting at Durham Technical College.

He said that if retailers, whatever their size or trade, were to mount an anti-shoplifting public relations campaign in their own localities, the social pressure on the amateur shoplifter, who made up about 80 per cent of the total, could be revitalised.

## 'Doctor should do pregnancy tests'

"Now that simple, accurate tests for pregnancy are available, these should preferably be performed in the surgery, where they should be available on request," says a leading article in last week's *British Medical Journal*.

The article, prompted by recent reports of hospital laboratories being overburdened with pregnancy testing for "social" reasons, repeats the profession's view that clinical interpretations of a laboratory finding should be given only by a registered medical practitioner and that a positive result should be communicated immediately to the patient's own doctor.

Commenting on the launching of a simple do-it-yourself test, the article says that the fact that a woman knows she might be pregnant implies that she should have medical advice whether the result is positive or negative. It concludes, however, that family doctors have little encouragement to perform the tests, and calls upon the Department of Health to reimburse the extra expense involved which "would help to restore pregnancy testing to its rightful context—an essential part of general medical care."

## New restriction on cyanide sales

Sale or supply of calcium cyanide, potassium cyanide and sodium cyanide is, except in certain circumstances, prohibited by The Poisons (Amendment) Rules 1971 (SI 1835, HM Stationery Office, price £0.03) effective January 1, 1972.

The exemption is for sales covered by Section 20 of the Pharmacy and Poisons Act 1933—wholesale dealing, export and sales to certain persons and institutions for particular purposes.

The Rules also extend the Schedule 3 exemption in respect of phenols to cover liquid disinfectants and antiseptics containing less than 2.5 per cent of phenols other than phenol itself.

# Press asked not to name drugs in misuse cases

An appeal to newspapers not to publish drug names in cases of drug abuse was made by Mr J. P. Kerr, vice-president of the Pharmaceutical Society in Leeds on Wednesday.

Addressing the annual dinner of the Leeds branch, Mr Kerr said that the Society had been concerned over a newspaper report from a juvenile court where it had been said that schoolchildren, during end-of-term celebrations, had experimented with a drug. The report had named the drug and then there had been inquiries for it at pharmacies throughout the country.

"This case is not, of course, an isolated instance," he said. The Society had taken steps in other cases to inform its members that a new fashion in experimentation was about and these particular avenues were thus blocked.

"So often a drug need not be named at all, whereas to identify it will set off a chain of events which can only bring despair and suffering to many."

Some newspapers already exercised such public awareness said the vice-president, but the Society wanted such examples to be the rule rather than the exception, and to this end they had recently approached the Home Office.

## Medicines and world markets

Research-based pharmaceutical companies achieve the most effective access to overseas markets by establishing marketing subsidiaries. The principle of supplying markets by direct exports or through licensing agreements suffers from the disadvantage of a company's direct marketing control being weakened.

This is the main finding of "Reaching World Markets," a survey of pharmaceutical companies published by the Little Nedd—Economic Development Committee—for Chemicals.

The report states that, with the profitable life of pharmaceutical products limited by the approach of patent expiry and the threat of technical obsolescence, the need to speedily develop maximum world-wide sales is essential for the success of the research-based pharmaceutical firm. Rapid access to

world-wide markets is important and the report suggests this to be the major factor in accounting for the growth in the multi-national structure of the industry.

Even in the established multi-national company, their overseas subsidiaries did not always undertake complete, or even part, production. Complete decentralisation of production was never attempted nor, says the report, is it ever likely to be. The flexibility of production in the pharmaceutical industry—based on low transport costs—means that it is uneconomic for a company to manufacture fully in all its markets.

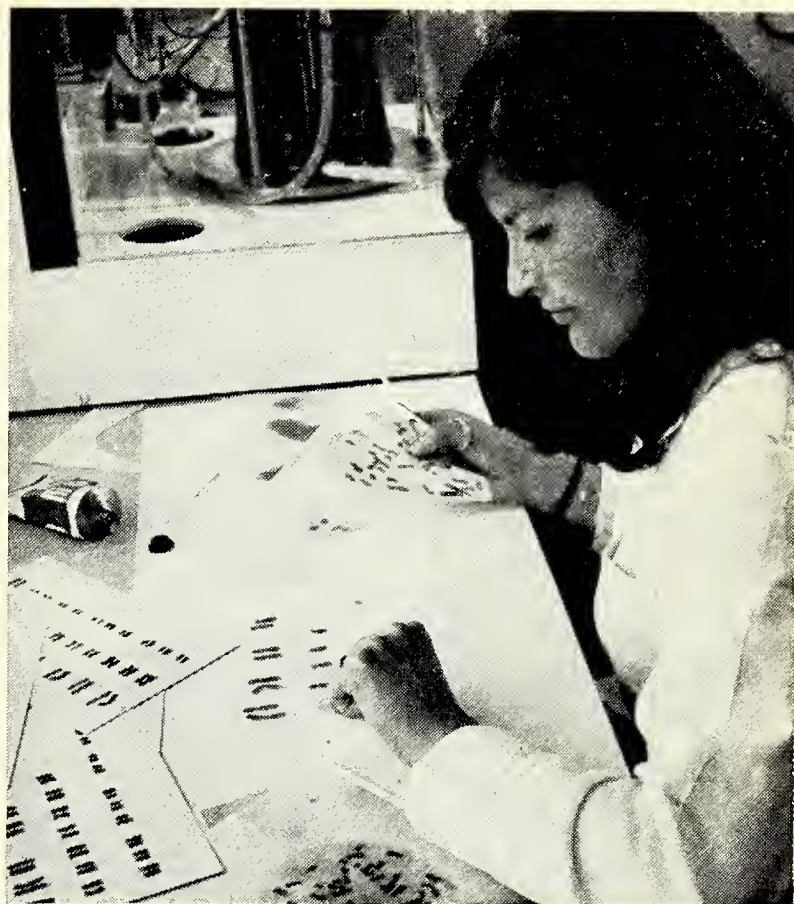
The report warns that, with the increasing internationalisation of the industry, it is possible that recorded pharmaceutical exports from the UK will cease to expand as rapidly as they have done in recent years—and may possibly even fall. This could happen as more production is undertaken in subsidiary markets, or as exports of finished pharmaceuticals become superseded by shipment of bulk pharmaceuticals for further processing abroad.

"Reaching World Markets," free from National Economic Development Office, Millbank Tower, London SW1P 4OX, is the first of three reports arising from a study commissioned by the EDC's Pharmaceuticals Working Party. The two others will be published early in 1972.

## Spice conference next April

Over thirty different countries will be represented at a five-day conference on spices to be held in London April 10-14, 1972 which will be organised by the Tropical Products Institute. Countries which either produce or use spices will be represented. In addition to the formal papers and discussions, visits are to be arranged to appropriate organisations concerned with spices and related subjects.

These will include several



Chromosome patterns are studied to ensure that the human cells used for the production of Almevax rubella vaccine have the normal karyotype (see story this page)

firms; the Royal Botanical Gardens at Kew and the Industrial Department of TPI at Culham.

Among the speakers will be Mr F. Rosengarten jun (author of "The Book of Spices"), who will deal with the history, Mr H. B. Heath (Bush Boake Allen Ltd) will follow this up with a lecture on the present pattern of use and Dr R. Hardman of Bath Technological University will talk on the spices and herbs used in pharmacy.

A second section of the conference will deal with agricultural aspects and another with processing.

A fourth section will cover various aspects of marketing, and the views of both a major user country in Western Europe and a producing country, such as Malaysia, will be presented.

Application forms can be obtained from The Scientific Secretariat (C), Tropical Products Institute, 56 Grays Inn Road, London WC1X 8LU.

## Vaccine culture method success

Dr S. Plotkin, the man who first isolated and developed the rubella virus strain used in Almevax—Burroughs Wellcome & Company's german measles vaccine—visited the United Kingdom this week.

Dr Plotkin, of the Wistar

Institute, Philadelphia, was among the speakers at a Press conference at the Wellcome Research Laboratories, Beckenham, Kent, where journalists heard of the advantages of the technique used to produce the vaccine.

The virus is grown on cells of human origin, originally derived from lung tissue and subsequently sub-cultured. The method is proving to be economical, and it is possible that several other vaccines may be produced by this method. Oral poliomyelitis vaccine is already being tested, for registration purposes in the USA. There is also the possibility of producing influenza vaccines by this method, rather than growing them in chick embryos as at present.

At Burroughs Wellcome development work is under way on an intranasal rubella vaccine. Workers there are able to eliminate any generations of the human cells that are abnormal, so that by using careful control checks, the substrate used is maintained unchanged and uncontaminated.

The cells grow as a unicellular layer which makes examination of the tissue easier.

The Medical Research Council are said to be in favour of this human diploid cell method and are producing their own MRC strains.

# COMPANY NEWS

## Carlo Erba changes hands

The Italian Montedison group have acquired the "absolute majority" of the shares of Carlo Erba, according to a statement from Montedison issued last week.

Montedison already have a 51-per-cent share of another Italian pharmaceutical company, Farmitalia, the remaining 49 per cent being owned by the French chemical company Rhône Poulenc.

Neither the cost nor number of shares involved were disclosed.

## Cooper board retirements

Mr A. D. Robertson and Mr J. K. Wilson are to retire at the end of 1971 from the board

of Cooper, McDougall and Robertson Ltd, Berkhamsted, Herts. Mr Robertson, a member of one of the families whose firms came together to form the company in 1925, and who has completed more than 40 years' service with the company, will retire also as director of marketing (veterinary and agricultural) of the Wellcome Foundation Ltd, which, since 1959, has been the parent company of Coopers. Mr J. K. Wilson has been director of CMR for the past 14 years and also director for the UK and Europe (veterinary and agricultural) of the Foundation. He also retires as chairman of Cooper-Crowther Ltd, and of Cooper Nutrition Products Ltd.

## Maws scholarship for midwives

The first of what is planned to be an annual midwives scholarship, awarded by S. Maw Son & Sons, was announced this week. In association with the Royal College of midwives the award, worth £700 was presented by Mr E. Henkes (Maws' marketing director) to Mrs S. Baker, Birmingham, who proposes a study on post-natal perineal discomfort.

## Changes at Morny and Lenthéric

Mr Eric Simco, technical director and chief perfumer of Lenthéric and Morny is to retire at the end of December, although he will still be available on a consultancy basis.

The company's research and development will, from January 1, 1972, be restructured to make more use of the central laboratories of British-American Cosmetics.

The present laboratories at Tottenham will deal with process development under Mr Roger Longman.

## Sales forces to be integrated

Unigate Ltd are to integrate the sales forces of their two infant food companies, Cow & Gate and Trufood, from February 1, 1972.

Both companies have their headquarters in Guildford and from that date orders will be dealt with only from Guildford. In making the announcement, David Hall, marketing manager, Unigate [Infant] Foods Ltd, said that the total number of sales representatives would remain the same thus enabling a significant increase in the frequency of calls. "With a stepped-up selling cycle, we will be in a position to offer a more intensive merchandising service—so vital to chemists' shops in ensuring that they maintain their competitive place in the baby food market," he added.

## In brief

**Mr G. W. Herdman, FPS** and **Mrs S. A. Quayle, MPS**, are taking over the business of Mr R. Andrews, MPS, Harrington Burr, New Harrington, Houghton-le-Spring, co Durham, after November 27. Mr Andrews address is 7 The Oval, Houghton Park, Dairy Lane, Houghton-le-Spring.

**J.A.D. and M. Adams**, pharmacists, have sold their business at 3 High Street, Bruton, Somerset, to Mrs Angela Coldman, BPharm, MPS, in conjunction with Mr Trevor Coldman. Mr and Mrs Adams intend making a two-year visit to Australia commencing next March.

**Roberts Laboratories Ltd** is the new trading title of Roberts Cronpaline Ltd. The postal address also is changed to: Burden Road, Bolton, Lancs BL3 2RB (telephone: Bolton 32631).



Mr Eric Simco

**H. N. Norton & Co Ltd**, pharmaceutical manufacturers, have moved to 133a Shawbridge Street, Glasgow G43 1QQ (telephone: 041-632 2362).

**Mr P. J. Farrell**, South Street, New Ross, and **Mr Laurence Mongey**, Dungarvan, have retired and closed their respective pharmacies.

**W. P. Monkhouse & Sons Ltd** have closed down their pharmacy at 14 Cornmarket, Penrith, Cumberland.

**Gray Products Ltd** is the new trading title of Dorothy Gray Ltd.

**Mr John Rafferty** has opened a pharmacy in Cornelscourt, co Dublin.

## Appointments

**Albright & Wilson Ltd:** Mr Otto Secher has been appointed international development adviser to the board and will be particularly concerned with European opportunities. The appointment takes effect on February 1, 1972, following Mr Secher's retirement from his position as divisional managing director. He has been with Marchon for 31 years. Dr D. A. A. Fagandini will take over from Mr Secher as divisional managing director as from January 1, 1972.

**Castleragh Agencies Ltd**, Belfast: Mr R. A. Cathcart has been appointed sales and marketing director, and Mr W. T. Hanna, director in charge of administration and warehousing. Mr Cathcart has returned to Northern Ireland after 18 years in England, while Mr Hanna has been with Castle-reagh Agencies since their inception and has been largely responsible for building the organisation.

**Stetley Co Ltd:** Mr L. R. Dowsett, has been appointed a director of Chemical Holdings Ltd of Johannesburg, South

## Company statement

# SANGERS LIMITED

(Wholesale Chemists)

## Interim Statement

The Directors of Sangers Limited announce that the Consolidated Results (unaudited) of the Group for the half year ended 31st August 1971 are as shown below. Figures for the previous year are added for comparison.

	Half Year to 31/8/71 £	Half Year to 31/8/70 £	Full Year to 28/2/71 £
Turnover .....	15,219,000	13,227,000	27,352,000
Profit before Taxation	541,000	401,000	893,000
Corporation Tax .....	216,000	171,000	363,000
Net Profit .....	325,000	230,000	530,000
Gross Dividend on Preference Stock .....	19,000	19,000	38,000
Profit available for Ordinary Stockholders of Sangers Limited..	306,000	211,000	492,000

Turnover has increased by 15% and Profit before Taxation by 35%.

Since the end of the half year turnover has continued to show a satisfactory increase and subject to unforeseen circumstances it is expected that the profits for the second six months to 29th February 1972 will exceed those of the first six months shown above.

As in past years an Ordinary Dividend will be recommended when the Accounts for the whole year are completed. Stockholders can expect a greater distribution than previously.



Africa. Mr Dowsett is managing director of the Steetley Co Ltd who, through its subsidiary Berk Ltd has agreed to lend Chemical Holdings Ltd R1m, which may be converted into ordinary shares at Berk's option.

**Bristol-Myers Co Ltd:** Miss Priscilla Lord, BSc, has joined the marketing department to handle Nutrament. She previously worked as a qualified nutritionist for the Mead Johnson division of Bristol-Myers, who currently market Nutrament. The product transfers to Bristol-Myers products on January 1, 1972.

**Ronson Products Ltd:** Mr I. K. Brook has been elected to the board.

## PEOPLE

**Mr Tony Bellm**, chairman and managing director, International Laboratories Ltd, has been elected national chairman of the Institute of Marketing.

**Mr Ronald Levin FPS**, marketing director of Syntex Pharmaceuticals Ltd, recently contributed an article, "The link that saves lives," to the *Yorkshire Post*. The article dealt with communications between the pharmaceutical industry and the physician.

**Mr Arthur Mellows**, 39, foreman of the pharmaceutical department of Riker Laboratories, Wisley works, has been awarded £100 under the company's suggestion scheme. Mr Mellows' suggestion may mean a 50 per cent time saving in the granulation process used in the production of tablets.

## Deaths

**Bannon:** Recently, Mrs Eileen Bannon (née Larkin), 19 Bell Close, Pinner, Middlesex. Mrs Bannon qualified in 1955 and conducted her own pharmacy in Cork for a few years before moving to England where she practised for some 10 years. On returning to Ireland she did locum work in the southern region.

**Cordy:** On November 17, Mr Frank Burt Cordy, MPS, 5 Priory Road, Felixstowe. Mr Cordy qualified in 1921 and had been on the Register for 50 years. *Mr B. Hall* writes:

Frank Cordy will be sadly missed by his friends and colleagues in Felixstowe and by the community he served for so

long and so well. He had been in business at The Parade, Felixstowe, for 38 years, retiring in 1968. Mr Cordy served on the local Executive Council being chairman of the East Suffolk Pharmaceutical Committee for the last seven years. He was a keen gardener and golfer; it was a heart attack whilst golfing that caused his death. He leaves a widow and son to whom we extend our condolences in their bereavement.

**Earl:** Recently, Mrs A. F. Earl, who had been associated with the DDD Co Ltd since its inception in the early 1900's. Mrs Earl retired from active business interests in 1957, but was retained by the company up to the time of her death.

**Flynn:** Recently, Miss Mary E. Flynn, Hyde Street, Mohill, Co Leitrim. Miss Flynn qualified in 1947, and conducted her own pharmacy in Mohill for a number of years.

**Leask:** On November 3, Mr Bertram G. Leask, MPS, 83 Manton Avenue, Hanwell, London, W7. Mr Leask qualified in 1930.

## NEWS IN BRIEF

□ The Home Secretary has withdrawn Dangerous Drugs Act authorities from Dr Ashoke Mukhopadhyay, 6 Gorse Road, Blackburn, Lancs.

□ The pharmaceutical division of Reckitt & Colman Products Ltd sponsored two medical education films shown to the Press last week. One deals with the early differential diagnosis of rheumatoid arthritis and the other is entitled "Stiffness, lubrication and wear of human joints."

□ A new interfirm comparison scheme of warehousing and transport costs for distribution systems handling cartoned goods is to be operated by the National Materials Handling Centre. Participating companies will be able to compare their own performance with others and identify quickly where their cost are high. Further particulars can be obtained from the Cranfield Institute of Technology, Cranfield, Bedford.

□ Under amendments to the BPC Supplement 1971, recently published by the Pharmaceutical Society, the entry on prednisone sodium phosphate eye-drops is deleted. The effect of this amendment is that the permitted period of domiciliary use after opening a multiple-dose container is extended to four weeks.

## Topical reflections by Xrayser

### Expensive to buy

I read the report of the Pharmaceutical Society's Scottish Department Conference, held at Stirling on November 14, with great interest. All the papers presented appear to have been stimulating in their separate ways, and that of Dr J. Chilton was no exception (p768). I have studied his contribution with considerable attention, and it seems to me that some of the points he made were not particularly convincing, albeit provocative.

He referred to the cost of producing the pharmacy graduate and said that the profession should not be surprised if the public wanted to know whether it got value for money. The pharmacist, he said, was "expensive to buy," and was also heavy on maintenance costs, expecting the same salary as other university graduates "regardless of the level of work in which he was engaged." I don't know what yardstick Dr Chilton applies to levels of work, but he went on to say that the burden of the remuneration, as well as of education, was falling increasingly on the tax-payer.

Leaving education aside—it is Dr Chilton's own field—we are left with the burden of remuneration. It is perfectly true that the cost of medicines under the National Health Service continues to rise, but how much of that increase is remuneration for professional services? The speaker went on to say that if the general practice pharmacist confined his activities to shop-keeping and the provision of minimum Part IV NHS services, he could see little justification for the present lengthy course or for the remuneration demanded.

What is meant by the provision of minimum service? I should have thought that pharmacists in general, by the terms of their contract, provided the maximum service they were called upon to give, though the volume of that service is increasingly affected by prevailing medical practice.

### Responsibility

Dr Chilton stated that we could only justify the present lengthy course and the scale of remuneration that that demanded if we could show clearly that the modern pharmacist, as a graduate, was likely to behave in a more responsible and public-minded manner than a lesser educated man would do. One might have thought that a more advanced knowledge of the action and uses of the extremely potent drugs of today would engender a still greater sense of responsibility.

His earlier observation that professional judgment could be affected by commercial necessity is not flattering, but I imagine is less in evidence than it may have been at one time, and much less likely in the case of one possessing the advanced learning of the graduate. It was no comfort, he said, to a pharmacist who had to close his business that he had always served the public interest by, on occasions, refusing to sell a product. That poses the converse; is it a comfort to a pharmacist to keep his business open by not always serving the public interest?

### Shopkeeping

I think that there is no question that the duties of the pharmacist call for the highest standards of qualification, commensurate with his ever-increasing responsibilities. Are we to take it that Dr Chilton's reference to shopkeeping indicates that he sees the future of professional pharmacy in the health centre? If so, he may well be right, though he did not make it clear that that was what he had in mind.

**New**

# **Berkdopa\*** *L-dopa*

## **has one major advantage over other levodopa**

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# NEW PRODUCTS AND PACKS

## Cosmetics and toiletries

### 'Unisex' Cologne

Following the successful introduction of Spray Mate Unisex intimate deodorant, Gerhardt Pharmaceuticals Ltd have just launched Spray Mate Unisex Cologne 50g, (£0.69) (Gerhardt Pharmaceuticals Ltd, Purley Way, Croydon CR9 3BE).

### Eye extras from Quant

To look after and care for the eye area with an absolute minimum of fuss is how Mary Quant sees the latest addition to her range. Lash Conditioner (£0.57) is said to have a "proteinised formula" to stop lashes becoming dry and brittle. The conditioner is brushed on like mascara.

Eye Care stick (£0.57) is formulated to keep the skin around the eye "soft and supple" (Mary Quant Cosmetics Ltd, Surbiton, Surrey KT6 7LU).

### Glycerine trio

From Cheltenham under the Beetham trade mark come three glycerine complexion preparations each packed in a 3 oz bottle. They are glycerine and lavender complexion lotion (£0.42), glycerine and rose water complexion lotion (£0.42) and glycerine and white lilac complexion milk (£0.35). Each is packed in a carton (M. Beetham & Son Ltd, Glendouran House, Keynshambury Road, Cheltenham, Glos).

### Cleanser and freshener

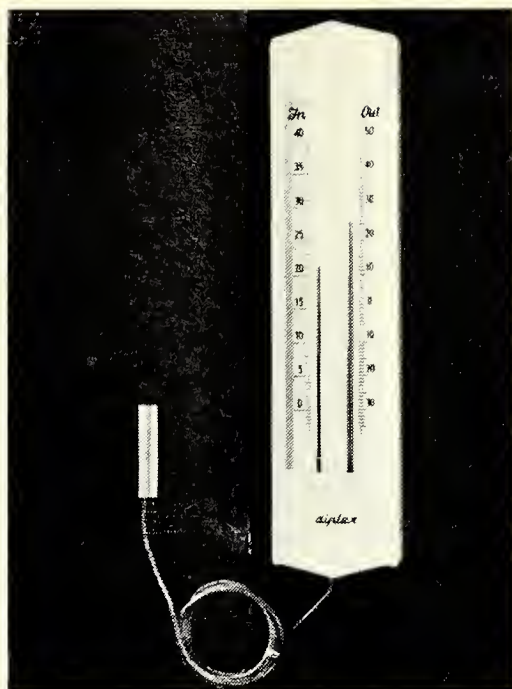
From Gala come two additions to their Sensitive Skin range. A cleanser (£0.75) and a freshener (£0.75).

Both preparations have been packaged in "unbreakable" deep blue and gold bottles enclosed in two-tone blue cartons (Myram Picker Ltd, Hook Rise, Kingston By-Pass, Surbiton, Surrey).

## Photographic

### All-metal Durst enlarger

Durst announce a new all-metal 35mm enlarger. Called the F30 (£34.98) it has the following features: reflex lighting to keep the negative cool, giving very even results; a smooth friction drive height adjustment;



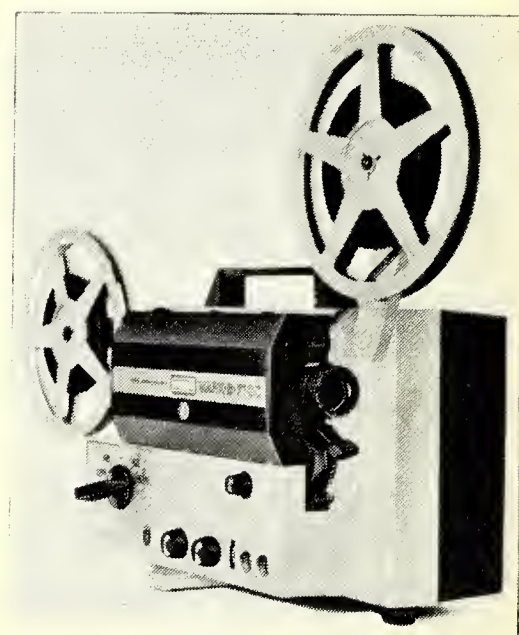
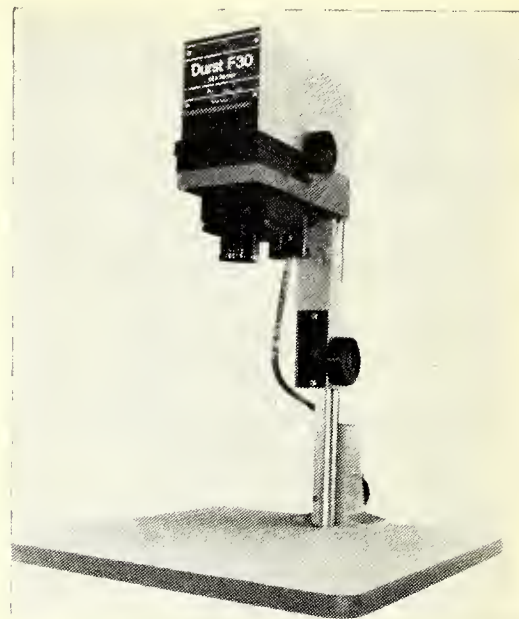
a filter drawer for colour printing and a glassless negative carrier. There is also a built-in red filter and the head tilts or rotates for floor or wall projection. It is offered without lens but a variety of lenses is available (Johnsons of Hendon Ltd, 335 Hendon Way, London NW4).

### Eumig sound projector

Eumig's latest sound projector, the S710D (£139.59) takes Super-8, Single-8 and Standard-8 films. It has a transistorised amplifier with integrated circuits, automatic threading right through to the take-up spool, a 15-30mm f/3 zoom lens, a 12 volt 100 watt tungsten-halogen lamp with a diathermic reflector, forward and reverse projection.

The 710D is designed so that it can be used by a beginner. The recording level is set automatically and the "mixing" can be adjusted by hand so that the background is dropped to the right level.

The projector has a reel capacity of up to 600 feet of film and can be run for-



wards or in reverse with or without the lamp. The running speed is continuously adjustable from 18 to 24 fps and there is a f/3 Vario-Eupronet zoom lens.

The Eumig 710D weighs 16½lb and measures 12½ × 6¼ × 8½in. It comes complete with projection lamp, 400 foot take-up spool, microphone, mains lead, conversion sets for Super-8 and Standard 8, spare fuses and a pre-recorded test sound film (Johnsons of Hendon Ltd, 335 Hendon Way, London NW4).

## Sundries

### 'Remote control' thermometer

The new Diplex indoor-outdoor thermometer ref 9120 (£3.25) records inside and outside temperatures on one instrument. This "remote control" thermometer is fixed indoors to the wall adjacent to a window or to a window frame. The flexible feeler cable is passed through the window frame. The sensing bulb at the end of the feeler cable is then fixed to the outside wall. Left-hand tube records indoor temperatures, right-hand tube records outdoor temperatures. The instrument comes in an attractive cream coloured moulded case, size 9 in x 2 in. Available in either centigrade or Fahrenheit scale. It may be used in the house or greenhouse (Diplex Ltd, Instrument Division, Watford, Herts).

# TRADE NEWS

## Nielsen updates test market facilities

A. C. Nielsen Co Ltd Nielsen House, Headington, Oxford OX3 9RX, have updated their range of test marketing facilities to cover all stages of research from the initial investigation of new markets through to the national launch of a new product.

Latest addition to the range is a market selection service which enables manufacturers to study inexpensively, trends in unfamiliar markets. This service is proving attractive to EEC manufacturers looking for profit opportunities in Britain. Nielsen's product testing service now gives preliminary indications of consumers' likely reactions to new or changed products within 24 hours.

Manufacturers can also get a rapid indication from the market place by using the controlled testing service. Nielsen use their own auditors to maintain "laboratory conditions" in the test shops and move in stock of the product being studied from their own warehouse.

An express distribution service has been added to the test marketing services available in all television areas and most cities, and Nielsen have announced reduced rates in the Tyne-Tees area which, with Southern is one of the most popular areas for manufacturers to try out their brands.

The complete range of Nielsen test marketing services is described in a new booklet available from the company.

## Family Doctor booklet on digestion

Misunderstandings about the workings of the digestive system are dealt with in a new Family Doctor booklet, "You and your guts" by Dr Clifford Hawkins. The booklet gives "a guided tour of the alimentary tract, taking in wind, indigestion, diarrhoea, constipation, heartburn, hang-over, ulcers, nausea, gastritis, irritable colon, piles and stomach pains on the way." Price is £0.10.

Available to members from the National Pharmaceutical Union, 321 Chase Road, London N14 6JN.

## Supplies again available

Scott & Bowne, 50 Upper Brook Street, London W1Y 2AE, state that Forhan's toothpaste, supplies of which were recently temporarily suspended, is now available for immediate delivery.

## New name, pack, taste

Colgate Fluoride toothpaste is to be known as Colgate Fluor with MFP. The change in brand name will be accompanied by new pack and tube designs and improved flavour.

Colgate Palmolive say that market re-

search has shown that the name Fluor is clearly recognised by consumers as a fluoride toothpaste, standing out distinctively from the mass of new fluoride brands. The new packs keep the blue-white style and stress Colgate Fluor's exclusive MFP fluoride formula.

The company also claims that Colgate Fluor toothpaste has a livelier taste which has been shown by product testing to be significantly more popular amongst both children and parents.

## 500,000 colour prints daily

Photo Laboratories, London Ltd, Tramway Path, London Road, Mitcham, Surrey, announce that they have increased their print process capacity to half a million colour prints a day. Two new high speed precision colour printing machines from Switzerland have been installed and are capable of producing 2,700 prints an hour. Incorporated with this new expansion, Photo Laboratories are now using the new Kodak resin coated paper, to achieve the highest standard of quality attainable.

## Orders to Wales

Parke-Davis & Co advise that from November 22, all orders for Parke-Davis products other than orders normally serviced by Parke-Davis depots in Crewe and Carfin (Scotland) are to be sent direct to Parke, Davis & Co, Usk Road, Pontypool, Mon NP4 8YH (Tel: Pontypool 2468, Telegrams Parkedave Pontypool, Telex: 49647).

## Pripsen supplies restored

Reckitt & Colman Products Ltd, pharmaceuticals division, Dansom Lane, Hull HU8 7DS, state that Pripsen powder, which has been in short supply for the last four weeks, is now available in normal quantities. The company regret any inconvenience caused by the shortage which was due to heavy demand for the new presentation.

## Sanspenders now sold separately

Following the recent launch of Dr White's new Carefree dispersible towel accompanied by a free pack of Sanspenders, Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8, are now supplying Sanspenders separately at £0.10 per pair.

Presented in a blister pack. Sanspenders are designed to hold a sanitary towel firmly and comfortably in place without the need for belts or special panties.

## K.H.3 distribution change

Farillon Ltd, Chesham House, Chesham Close, Romford RM1 4JX, have been appointed sole agents in the UK for K.H.3 capsules by the manufacturers, Schwarzhaupt KG Cologne, Germany. Adequate stocks are available and supplies are obtainable through wholesalers in packs of 30 (£1.06) and 150 (£4.74).

## Chemicals appointment

Kingsley & Keith (Chemicals) Ltd, Suffolk House, George Street, Croydon CR9 3QL, have been appointed exclusive distributors in the United Kingdom for the industrial chemical products of the Ansul International Corporation of Marinette, Wisconsin. The Ansul range, particularly the



The full-colour gift pack introduced by Insulex Ltd, Insulex House, 124 Barlby Road, London W10, for their four pint ice bucket (last week, p759)

Ansul glycol diethers, will complement the range of solvents that Kingsley and Keith now offer to industry. Other products available are hydroquinone monomethyl ether, hydroquinone dimethyl ether, and and ortho-anisaldehyde.

## Bonus offers

Minnesota 3M Laboratories Ltd, Morley Street, Loughborough, Leics LE11 1EP. Anapax, children's and adult's strengths. 12 invoiced as 11. Through most wholesalers or direct, until December 31.

Two new displays are to be used by Carters for their range of pelleted seeds. Both are collapsible cardboard stands supplied loaded with six packets each of 12 varieties which give a gross retail value of £14.40. The transparent bubble containing the pelleted seeds is mounted on card depicting the variety in four natural colours (Carters Tested Seeds Ltd, Lower Dee Mills, Llangollen, Denbighshire)



# PROMOTIONS

## Indigestion 'season'

Christmas is the peak selling season for indigestion remedies—and three of Beecham's products are preparing to take advantage of it.

For example, sales of Setlers reached their highest ever level in chemists this summer, which should provide an ideal base for the seasonal campaign. This will include the biggest television campaign for the brand over Christmas and the New Year using a 15-second commercial specially designed for the party season.

This summer, also, Eno gained its highest share of consumer sales for over three years, and looks forward to a new peak at Christmas. It is being heavily supported with large space national Press advertising until Christmas.

Macleane indigestion tablets are another leading seller through chemists. The success over the past few years has been

closely linked with the brand's popularity among more regular indigestion sufferers—and it is to the chemist that regular sufferers turn to purchase their medicines.

Now Maclean is taking space every week on the front page of *News of the World* with a new advertising campaign directed specifically at the more regular indigestion sufferer. The campaign will commence on January 2, 1972. All 16 million regular readers of the *News of the World* will see the advertisements every week throughout 1972.

Beecham's advise stocking up to meet demand over the festive season—which seems to start earlier each year (Beecham Proprietary Medicines, St Helens, Lancs).

## Ironplan goes on TV

The "second wave" of Menley & James Laboratories' national promotional drive for Ironplan tonic capsules began this week with a £50,000-plus television advertising campaign.

All fourteen ITV stations covering Britain are being used, and heavy Press advertising continues in November and

December in the *Daily Mirror*, *The Sun*, *Daily Express*, *News of the World*, *The People* and *Sunday Mirror*.

The campaign is timed for the cold weather seasonal upsurge in the demand for iron tonics (Menley & James Laboratories, division of Smith, Kline & French Laboratories, Welwyn Garden City, Herts).

## TV launch for new cold remedy

Menthacol, Sterling Health Products' new entry in the "hot drink" cold remedy market, is being introduced to the public with a nationwide television campaign.

The commercial, which will be shown at peak viewing times in all areas and seen by 95 per cent of all potential users, features an interview with a cold sufferer and a demonstration of his getting the instant relief offered by Menthacol.

The novel aspect of Menthacol which enables the manufacturers to claim it as "the unique cold remedy you can actually feel beginning to work immediately" is the inclusion of menthol. The addition of hot water to the concentrate releases menthol vapours which start to clear the blocked-up nose as the hot, lemon-flavoured drink is being sipped (Sterling Health Products, Surbiton, Surrey).

## Anapax Press campaign

"Anapax—real medicine for your cough" is the theme of twice-weekly advertisements in the *Daily Mirror*/*Daily Record* and weekly insertions in *News of the World* and *Reveille*.

The campaign, stressing chemist-only distribution, began on November 14 and continues through "peak coughing months" of December and January (Minnesota 3M Laboratories Ltd, Morley Street, Loughborough, Leics).

## Consumer offers

□ On-pack winter offer of Mix-Mates outfit of matching shirt-top and trousers, exclusive to Dr Whites. Available on sizes 1 and 2 only, the garments are sold separately at £2.90 each or £5.70 for the pair (Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8).

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Andrews Liver Salts:** All except U, E

**Askit powders:** Sc, G

**Buttercup syrup:** Lc, Y, NE

**Famel adult cough syrup:** All areas

**Hedex:** All except U, E

**Ironplan:** All except E

**Lucozade:** All except E, CI

**Protein 21 shampoo:** All areas

**Silvikrin hairspray:** Ln, Y, Sc, So, NE, We, CI

**Tegrin medicated shampoo:** So

**Trufood Spoonfoods:** Lc

**Twice as Lasting:** Ln, M, Lc, So

**Yardley Cougar:** All areas

## 10 good reasons for displaying new look Tubifoam...



Chiropodists everywhere use Tubifoam tubes for toe treatment and protection. Now, in new blister-packs, and a range of 5 sizes, inexpensive

Tubifoam tubes are going to be best sellers for many other applications which don't need professional advice.

There's a big value-for-money 12" length of Tubifoam in every pack, ready for your customers to cut off the

exact amount they need each time.

Tubifoam holds itself in place and offers all round protection. It is ideal, not only to relieve pressure and prevent chafing, but also for covering tender or bruised fingers and toes.

Display the new Tubifoam packs prominently — and watch your sales increase.

Ask your usual wholesaler — or write direct to us,

## BATEMAN-JACKSON

Tubiton House, Medlock Street, Oldham, Lancs.

Tel. 061-652 2222 Grams 'Tubiton' Oldham

A member of the **Seton** group

Distributors of Seton Specialised Surgical Dressings and Appliances.



...and heré's 10 moré!

# Training: the real key to status

The best thing for achieving status is training, said the Duke of Edinburgh when he opened the Distributive Industry Training Board's seminar "The development of people in distribution" last week.

The Duke said it was customary to look upon the type of work and position in the "hierarchy" to judge status, but priority should be given to "how you do it" instead of "what you do." Judged in this way, distribution had done more for the community than any other single group.

This emphasis on being capable of doing the job well was picked up by other speakers, notably Miss Katharine Whitehorn, columnist in the *Observer*. Detailing a day's shopping "experiences," she said there was a limit to which self-service could go without defeating its own ends. It had to be realised that the fewer staff there were, the better they had to be. Staff needed to develop two main attributes—psychology (salesmanship) and product knowledge. The former implied an ability to recognise three stages in buying—just looking, buying readiness, and tracking down a specific item.

Miss Whitehorn accused the industry of neglecting "product knowledge," by which she did not mean "courses laid on by the beauty firms." It was because company trained girls were to be found in the front of department stores that the majority of cosmetics were sold across the chemists' counter where, for example, an independent opinion on "the darkest powder" could be obtained.

## Advantages for women

Putting the case for better opportunities for women, Miss Whitehorn said that retailing was likely to attract a better grade of women than men. Women were "basically interested in shops" and the job was one of the few that could be taken up wherever the woman's husband was employed. But they should be brought into retraining—and management—courses.

In the day's first paper, Mr Geoffrey Finsberg, MP, told the industry to demonstrate to potential entrants the opportunities offered by distribution. And he warned against leaving the training of the new entrant to "a cynic"—this vital job must be entrusted to "someone who believes in young people" and who kept themselves up to date.

In stressing distribution's need for formal training, Mr Finsberg said that although it was easier to apply in the larger organisation, it was even more necessary in the smaller shop where staff had to be extra efficient to cope with sickness, absence, etc.

A highly personal and practical report on the application of modern management techniques to the smaller business was

given by Mr P. H. Newel, chairman of the Northern Ireland DITB. Speaking as the employer of some 30 people in two branches of a family business, he first looked at the results of surveys into "job satisfaction."

In one, carried out in a retail store employing over 100 people, employees were asked to place in order a list of the factors which attracted them to their present employment. Ninety two per cent included "a friendly atmosphere," 77 per cent "interesting work," and 65 per cent "meeting people." But only 71 per cent bothered to mention the wage packet and only 40 per cent included "job security." Yet in a survey in the United Kingdom, the United States and Denmark, employers, asked what they thought created job satisfaction for their staffs gave as the first four, good salary, job security, working for a successful company and good working conditions.

## Staff turnover

Mr Newel referred to the high rate of staff turnover in distribution and advised that attention should be paid to "job dissatisfaction." There was a tendency to regard the employee as a mere cog in an ever expanding wheel—but the main "sum and substance" in job satisfaction was "the interest taken in the work of those directly below you."

Two elements which could create enormous job satisfaction were "challenge" and "the opportunity to create." Challenge could be interpreted in many ways—overcoming difficulties, beating last month's figures or satisfying a difficult customer. The opportunity to create could include anything from setting up a new system of administration in the office, to the preparation of a satisfying window display.

Mr Newel then listed some of the steps he had taken to deal with the problem.

"I started by listing those responsibilities that I felt I must retain and then halved it again.

"Decided what skills and talents I needed in the company to complement my own.

"Ensured that I could either train to better performances or develop the existing members of my staff—or would recruit others.

"Provide much more information about my hopes, plans, current progress and problems to all the staff, in order to create a sense of more direct participation in the business.

"Encouraged the formation of the

team approach to tackling problems and sharing in successes.

"Encouraged staff to use their eyes and critical faculties more, not necessarily in their own particular sphere, but for the business as a whole. In other words, I tapped the unexplored talent and potential, with surprising and gratifying results.

"With the assistance of the DITB, each job is being defined, for the purpose of agreeing, and allocating, duties and responsibilities to individuals. This also revealed the weak areas where extra training and development was required and, again, with the assistance of the Board, this problem is being tackled."

Although still in the fairly early stages on his new approach, Mr Newel said he could already see some tangible effects. From his own point of view he had more time to plan company strategy and define objectives.

## Interest in further education

Key members of his staff had room to develop and use their own initiative and there had been a sudden interest in further education on business subjects. "I now have staff approaching me with requests to participate in courses and seminars. Perhaps most important of all, there is a growth in team spirit and that was lacking before," he said.

"Customers have commented on the improved attitude of the staff, and despite the difficult times in which we are living in Northern Ireland, sales are proportionally better than many of my competitors."

Mr Vic Feather, general secretary of the TUC said that with a few shining exceptions, distribution was one of the major low pay problem areas for trade unions. The average gross weekly earnings for a male manual worker in 1970 was £22.50 as compared with an average for all industries and services of £26.20.

Labour turnover was probably in the order of 45 to 50 per cent, compared with a national average for manufacturing industries of around 34 per cent.

"Strong union organisation might be one way in which the vicious circle can be broken. Where union organisation is strong, wages tend to be higher, and high wages mean that employers have to be far more imaginative in the way their labour is deployed. Also where trade unions are strong there is likely to be increased pressure on employers to provide adequate career structures and the training that is required to make the aspiring worker well qualified," said Mr Feather.

Alleging that many employers in Britain prefer a cheap labour policy, Mr Feather pointed out that before 1975 the industry would have to rethink its pay policy because of the implementation of the Equal Pay Act. Wage increases need not mean higher costs—they could come through rises in efficiency with the application of job evaluation and productivity bargaining. Unions were keen to co-operate.

Other speakers at the seminar were Lord Peddie, former chairman of the Prices and Incomes Board and Mr John Phillips, assistant secretary of the Union of Shop, Distributive and Allied Workers.



# Hold everything!

Here comes the big name pack with success written all over it!

Silvikrin Hairspray with money off both sizes\*

Three variants (Normal, Dry, Greasy).

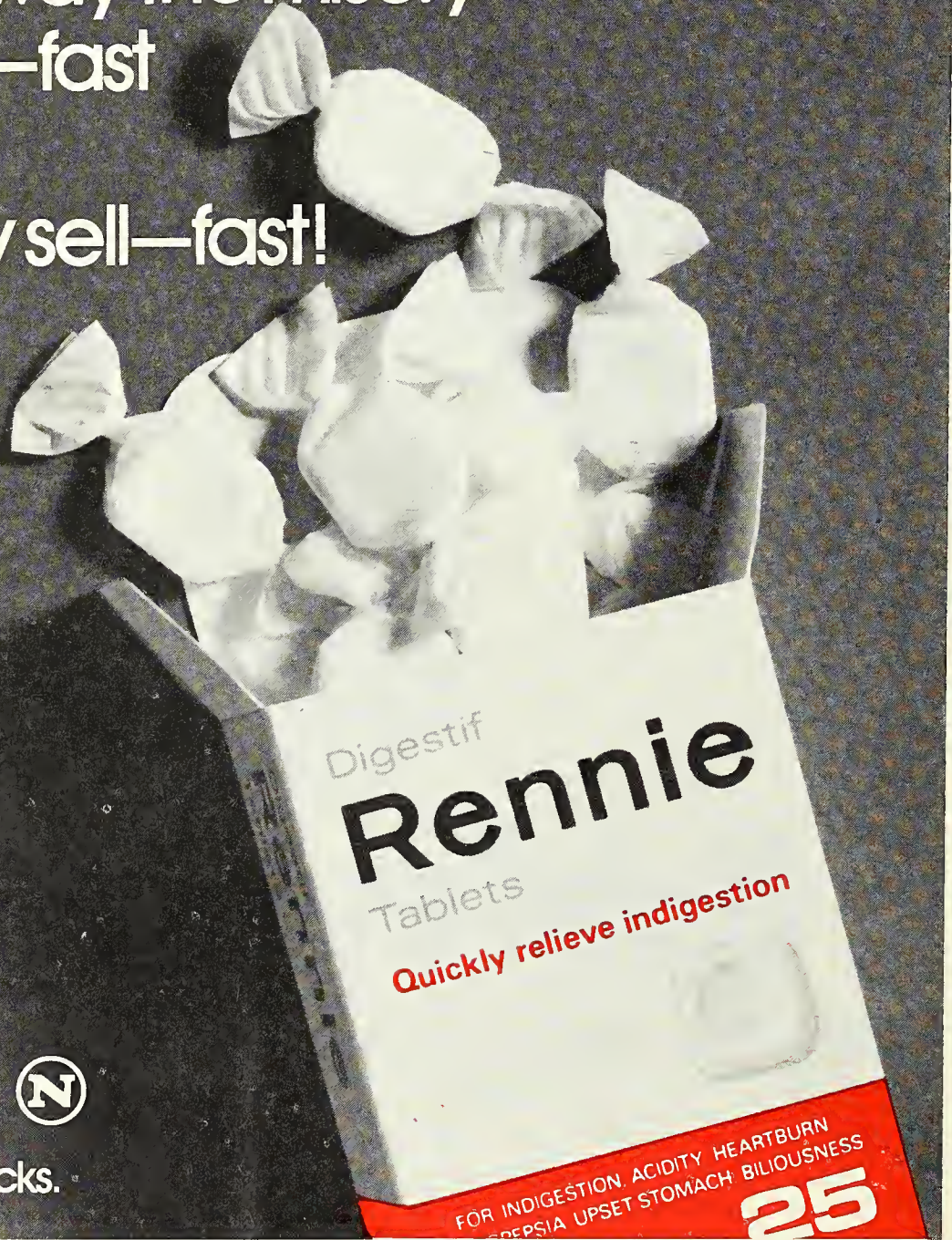
Don't hold back for a minute—stock up today for certain success!

(\*4p off Regular size, 6p off Economy size).

# The Fast One!

Rennie melt away the misery of indigestion—fast

that's why they sell—fast!



Nicholas Products Limited   
225 Bath Road·Slough·Bucks.

FOR INDIGESTION, ACIDITY, HEARTBURN,  
DYSPEPSIA, UPSET STOMACH, BILIOUSNESS

25



# Indigestion: business in discomfort

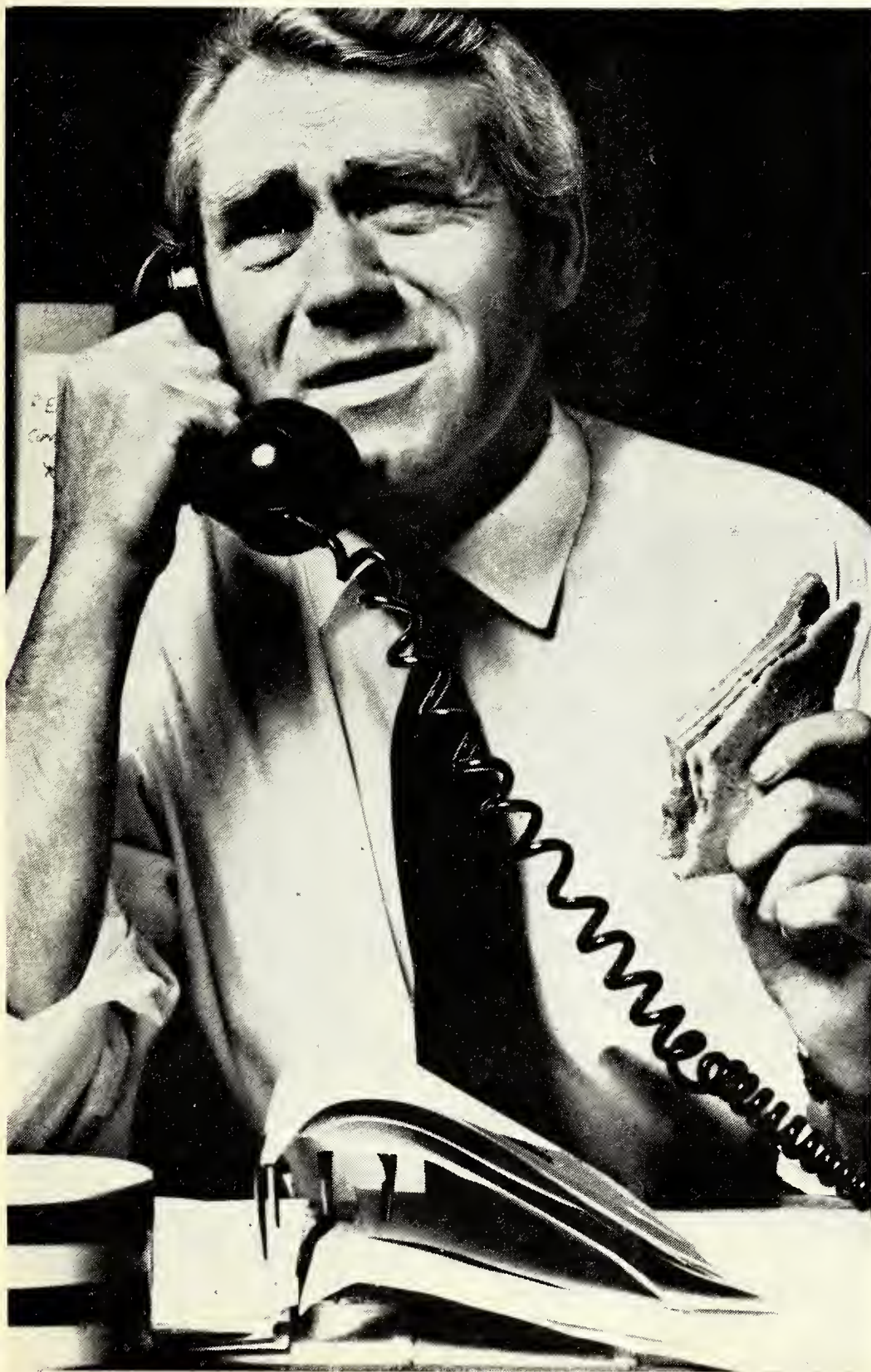


Illustration courtesy of Setlers

by A. F. L. Deeson, MA, PhD, DSc

Most people associate indigestion with an excess of stomach acid, even though many cases are, of course, caused by deficiency of acid or of the digestive enzymes—the proportion of people suffering from acid deficiency increases with age.

Statistically, five in every six indigestion sufferers under the age of 50 have an excess of acid; over 50 there is a rapidly-increasing likelihood that there is a deficiency.

Acid deficiency is remedied by taking preparations containing glutamic acid hydrochloride or betane hydrochloride, which break up in the stomach to release hydrochloric acid. A deficiency in digestive enzymes can be compensated for by taking preparations containing pepsin, the pancreatic enzymes such as trypsin, lipase and amylase, and bile salts.

Antacid products for acid excess are usually based on metallic oxides, hydroxides or the salts of dilute acids.

## Market size

The size of the market for indigestion remedies is difficult to arrive at accurately, partly because little over-all research has been undertaken in recent years, but also because some of the remedies have other purposes: Andrews Liver Salts, Eno's Milk of Magnesia and Alka-Seltzer come immediately to mind in varying degrees.

Most marketing surveys couple indigestion remedies with laxatives, and including those preparations which may be dual- or triple-purpose, but are frequently sold for indigestion, the 1970 market at retail selling prices was probably in the region of £12-£14 million—quite considerable in relation to other product groups previously discussed in this series. Most manufacturers agree that the market is virtually static and that increases in value in recent years have come about because of rises in retail prices. Remedies are sold in three forms: tablets, liquids and powders.

## Chemists' shares

The proportion of sales through chemists varies from manufacturer to manufacturer, but probably averages 65-70 per cent and (most encouraging) a number of manufacturers note a steady increase in chemists' shares of the market, with confident predictions that this trend will continue. That situation is markedly different from the general picture recorded in previous surveys where, too often, the chemists' share of the market decreases year by year. The conclusion to be drawn is that authoritative recommendation is important to many purchasers and also that indigestion remedies are not very susceptible to impulse-buying.

Some of the chemists' shares of sales of individual brands are: Rennie's 52 per cent (including multiple chemists, 12 per cent); Macleans 80 per cent; Setlers 50 per cent; Moorlands 60 per cent; Milk of Magnesia tablets and liquids 60 per cent (including multiple chemists, 12 per cent); Daxaids 100 per cent; and Sovol 85-95 per cent (including 30-40 per cent in multiples).

*Continued on page 803*

There's plenty  
of sales opportunity  
over Christmas.

# Eno sales go up, and up.

Eno's share of  
consumer sales this  
summer reached its  
highest level for over  
three years.

Make sure you have  
a record winter share  
so stock up now.



Continued from page 801

The *IPC Marketing Manual* for 1971 suggests Milk of Magnesia as brand leader with 25 per cent for liquid and tablets combined; Alka-Seltzer 25 per cent; Rennies 24 per cent; and Setlers 9 per cent. These figures are for the total market.

Moorland Indigestion tablets (Lenbrook Laboratories) claim 2½ per cent of the share of the tablet market and Sovol (Carter-Wallace Ltd) estimate 3-4 per cent for their tablet preparation and "much less" for liquid. Rennies (Nicholas Laboratories) also claim to be brand leader with newsagents, tobacconists and confectioners with 80 per cent of that market. It is worth remembering that while Dax-aids (Unicliffe Ltd) is a minor product its sales are 100 per cent through chemists.

Meggeson dyspepsia tablets, Actal (Bayer Products) and Tums (Gerhardt-Penick) are other important brands.

About £1½ million a year is spent on Press and television advertising. Andrews Liver Salts and Alka-Seltzer spend the most. Milk of Magnesia, Rennies, Setlers and Eno's are also large spenders. Macleans spend a steady £50,000 a year, all in the Press. Below the line promotions and bonus offers are relatively limited in this market. Just to take a few examples, Dax-aids have a pre-packed display outer; Alka-Seltzer offer counter units, display outers, shelf strips and cards and dump bins; Milk of Magnesia offer counter units, show cards and dispensers; Macleans and Setlers make bonus offers from time to time; Moorlands have show cards,

counter and window stickers and offer periodic bonuses and special stocking incentives.

Rennies offer counter space savers and bonusing terms.

Nor has there been a great deal of product development in recent years. In 1968 some manufacturers introduced polymethylsiloxane into their remedies to combat flatulence. Sovol is a case in point. Polymethylsiloxane is a silicone material with strong anti-foaming properties, which, it is claimed, collapse the bubbles of gas in the stomach.

Carter-Wallace are currently test marketing Sovol with a new "improved" taste and a differently coloured tablet and pack in the Tyne-Tees area.

Alka-Mints is a recent introduction from the Alka-Seltzer stable and Gluca-Seltzer is currently being test marketed in the Yorkshire area.

### Consumer profile

Everybody, at some time—so it is said—gets indigestion and buys a remedy. In a recent Target Group Index survey 31 per cent of adults classified themselves as sufferers, with a bias towards the 45-54 age group and the AB class.

Some individual manufacturers are able to produce their own "profiles." Nicholas Laboratories, for instance, find that Rennies are bought largely by the C2 DE social classes and that generally sales increase from May onwards and reach a peak in December. Moorland's profile is of a person aged 35 or over in the C1,

C2 or DE social classes, and they report an uplift in sales during the autumn and winter.

Beecham's, who manufacture both Macleans and Setlers, find that the former sell slightly better in the South and Setlers marginally better in the North. They find there are no socio-economic patterns of consumption between either of these two products and no seasonal variations in demand are rated.

Phillips Laboratories find there are strong regional variations in the demand for Milk of Magnesia, few socio-economic differences, but a peak demand during November-February. One of the strongest areas for Milk of Magnesia sales is Lancashire, and Phillips believe that their highest volume of sales come from areas where the small independent chemists are also strong.

Miles Laboratories find few significant regional variations or socio-economic breakdowns for Alka-Seltzer. For them, sales go up very slightly in the summer and again in December.

For indigestion remedies the percentage of sales by chemists in the total market is good. So is the outlook. Which makes a pleasant change from the current situation in other product areas.

The chemist is often criticised for not making the best of displays but in this instance there seems to be little point in doing so. Indigestion remedies are not impulse-sold and this may be why the chemist is maintaining his ascendancy over the supermarkets, grocers and other miscellaneous outlets.

# Santa's bringing more 'express relief' this Christmas than ever before.

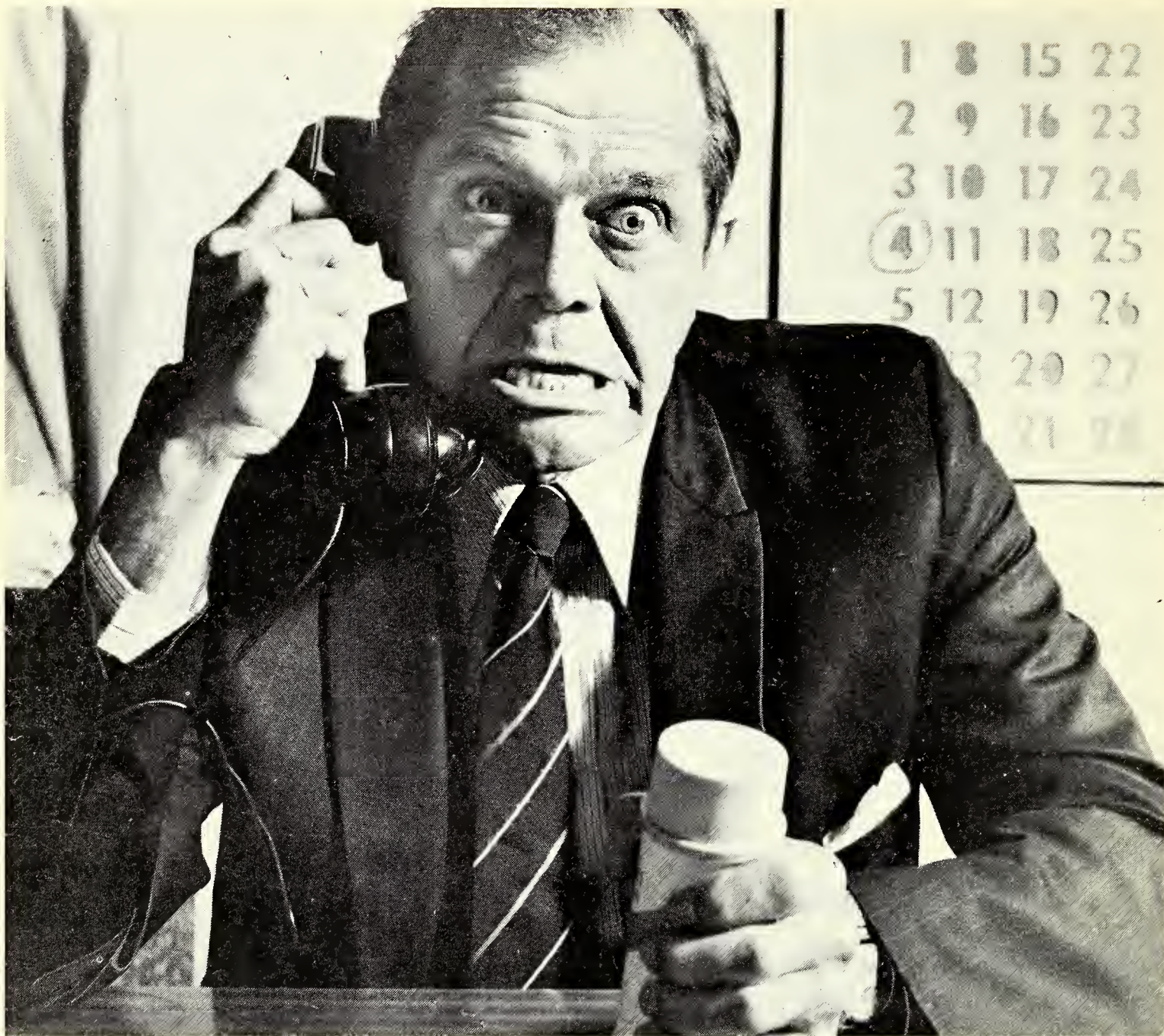


Setlers reached its highest ever share of consumer sales this summer.\*

Make sure you've got the stock to meet the Christmas demand.

\*Independent Audit.

**Setlers**  
bring express relief  
from indigestion



# canned heat!

You know how it is. Monday arrives and the product doesn't. Well, not to worry, your troubles are over. So sit back, relax and read on.

Our name is The Murra Organisation Limited. We're in the aerosol filling business. Right now, we're one of the top five contract fillers in Britain and Ireland. Why? Because we run a smooth operation which includes the smoothest running most modern up to date equipment in the industry. Because we keep our promises and because we deliver on time. Always.

Maybe you're happy with your present supplier maybe you're not. Either way we're prepared to bring you over to Dublin. On us. All expenses paid. This way you will see for yourself and we can talk. About the usual—like price, delivery, that kind of thing and the unusual—like the special profit tax concessions we have over here.

Why not drop us a line or give us a call. We'll make your life a lot easier.

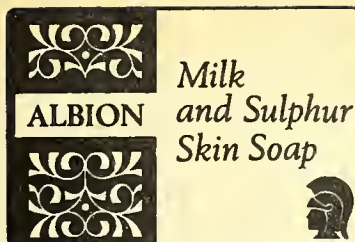
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## Price service



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### RECOMMENDMENT TO SEPTEMBER QUARTERLY PRICE LIST

Trade prices are given per unit unless otherwise stated. Bold upright figures (14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0-14) is manufacturer's recommended price. Bold upright figures (0-14) is suggested guide. Price advanced. *r* = Price reduced. New entry. *d* = Delete. Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
Continental	8 oz	..	..	..	ANNE FRENCH (655 ICC)		
	16 oz	..	..	..	cleansing milk		
	23 oz	..	..	..	79 cc	1.62dz	0.73dz 0.25
	32 oz	..	..	..	206 cc	3.04dz	1.37dz 0.47
Escort	16 oz	..	..	..	glow 5 mask sachets (1)	0.65dz	0.30dz 0.10
	32 oz	..	..	..	(3)	1.56dz	0.71dz 0.24
food flask	16 oz	..	..	..	moisture cream tubes	1.30dz	0.59dz 0.20
	32 oz	..	..	..	jars	2.14dz	0.97dz 0.33
super	16 oz	..	..	..	Hidden Beauty		
	32 oz	..	..	..	ARRID (235 CW)		
jug	32 oz	..	..	..	anti-perspirant extra		
vacuum flasks	23 oz	..	..	..	dry aerosol standard		
refills					130 g	2.92dz	1.25dz 0.44
Continental	8 oz	..	..	..	190 g	3.53dz	1.51dz 0.53
Concorde, Continental,					255 g	4.52dz	1.93dz 0.68
Ambassador, Escort and					unscented		
Dura-Clad	16 oz	..	..	..	130 g	3.26dz	0.93dz 0.44
	32 oz	..	..	..	190 g	3.94dz	1.12dz 0.53
Concorde and Continental	23 oz	..	..	..	255 g	5.03dz	1.43dz 0.68
food flask	..	..	..	..	anti-perspirant supreme		
food flask or jug	32 oz	..	..	..	cream	15 g	1.66dz 0.47dz 0.23
food flask super	16 oz	..	..	..	28 g	2.10dz	0.60dz 0.29
	32 oz	..	..	..	roll-on	28 g	2.05dz 0.88dz 0.31
					refill	28 g	1.81dz 0.77dz 0.27
					spray	45 cc	1.79dz 0.51dz 0.25
					ASPERGUM (1333 WL)		
					50	2.30dz	0.66dz 0.35
					dp250	0.905	
					ASPRO (893 Nicholas)		
					junior tablets	24	0.775dz 0.23dz 0.10
					BARITOP 100 (289 Concept)		
					contrast medium 300 ml	0.52	
					BAYCARON (452 FBA)		
					tablets 25 mg	50	1.24 .. .. 1.86
						150	3.52 .. .. 5.28
					BAYOLIN (452 FBA)		
					ointment 35 g	..	0.18 0.05 0.32
					BEAUTY PUFFS (786 Macdonald)		
					coloured raven balls	3.00dz	.. .. 0.37½
					BENGUE'S BALSAM (115 Bengue)		
					original	25 gm	0.13 0.04 0.21½
						dp500 gm	2.00 .. ..
					greaseless	25 gm	0.13 0.04 0.21½
					BENURIDE (115 Bengue)		
					tablets 200 mg	100	1.20 .. .. 1.59½
						500	5.50 .. ..
					BETADINE (878 Napo)		
					ointment 25 g	..	0.25 .. ..
					60 g	..	0.53 .. ..
					skin and scalo		
					cleanser 100 ml	..	0.41 .. ..
					vaginal douche 240 cc	..	0.98 .. ..
					gel	..	0.98 .. ..
					pessaries	14	0.98 .. ..
					scalo lotion	..	.. .. ..
					BIRKIN (1201 Supervite)		
					hair tonic with oil		
					110 cc	0.30	0.13 0.60
					220 cc	0.45	0.20 0.90
					without oil		
					110 cc	0.30	0.13 0.60
					220 cc	0.45	0.20 0.60
					BISMAG (655 ICC)		
					powder	..	1.03dz 0.31dz 0.14
						..	1.83dz 0.55dz 0.25
					tablets	165	1.83dz 0.55dz 0.25
					BISODOL (655 ICC)		
					rollmints	..	0.44dz 0.14dz 0.06
					tablets	100	2.35dz 0.71dz 0.32
					BLAKOE (137 Blakoe)		
					male hormone cream		
					1½ oz	0.83	.. .. 1.25
					maxivits	20	0.66 .. .. 1.00
					minivits	50	0.66 .. .. 1.00
					multi vitamin/mineral		
					tablets	80	0.63 .. .. 0.95
						200	1.33 .. .. 2.00

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 Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin

Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent \*Trade Mark



Table with multiple columns: Product Name, Quantity, Trade Price (p), Tax (p), Retail Price (p), Trade Price (p), Tax (p), Retail Price (p), Trade Price (p), Tax (p), Retail Price (p). Includes categories like FORTIOR, FREEZONE, FRESH & DRY, HAELAN-X, HARMONY, HEAD & SHOULDERS, H.E.B., HILTON, HOSTACAIN, HYPON, IBCOL, IMMAC, INAPASADE, INGRAM, INNOXA, INSIDON, INSTANT POSTUM, INSULEX, INTERACTON, INTRACEL, ISO-PAK, ISORDIL, INTEGRIN, JACQUELLE, JEYES, JUNIVITE, JUNO JUNIPAH, JUSTINE, KATKINS, KEEPAWAY, KINX, KOMPO, LAEVALORAL, LAEVALORAL-C, LAEVOTONINE, LANGS, LEUCOVORIN, LEVIUS, LIGA, LISIUM, LIVOX, LOREL, LOTEX, MACLEANS, MADECASSOL, MAFU, MAGNAPEN, MARY QUANT, MAWS, MEGGESON, MEGGEZONES, MENTHACOL, MERCOLISED, METHEPH, MICOREN, MINALKA, MIST KAOLIN ARMOMAT, MORNNY, MUM, MYLETO, NAIR, NESTOSYL, NIEGELOH, NIKINI, NORINYL-1, NIRELEX, NITA LADDER STOP, and NORINYL-1.







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XZ Hair Nutrient • Scherk Face Lotion  
Samsar Manicure Implements  
and the genuine  
Diamond-Deb, Kurlash and Twizzors

1373	Hanovia	= Hanovia Lamps Ltd, 480 Bath Road, Slough, Bucks. Burnham 4041	1514	Brocapharm	= Brocapharm Ltd, Trend House, Pyrford Road, West Byfleet, Surrey. Byfleet 42297	Trade	Tax	Retail
1408	Rayner	= Rayner & Co Ltd, 11 Commercial Road, London N18. 01-807 0441	1553	Contactasol	= Contactasol Ltd, 2 Portsmouth Road, Kingston-on-Thames. 01-546 4964	£.p	£.p	£.p
1438	RHM	= RHM Foods Ltd, Victoria Road, London N.W.10. 01-965 6565	1563	Enzypharm	= Enzypharm Biochemicals Ltd, 179 Heath Road, Twickenham, Middlesex. 01-892 2028			
1450	CPL	= Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey. 01-542 3402	1600	SHL	= Stud Holdings Ltd, 45 Brompton Road, London SW3 1DE. 01-584 0791			
1505	MDCL	= Metropolitan Drug Co Ltd, P.O.Box 111, Sheffield. Woodhouse 3232						

## THIS WEEK'S CHANGES

	Trade	Tax	Retail		Trade	Tax	Retail
	£.p	£.p	£.p		£.p	£.p	£.p
AGLA (208 BW)				GALA (876 MP)			
atomiser, all glass			<i>d</i>	sensitive cleanser	4.43dz	1.995dz	0.75 •
ANDRE PHILIPPE (48 AP)				sensitive freshner	4.43dz	1.995dz	0.75
bubble bath			<i>d</i>	HARVEY'S (139 Bleasdale)			<i>a</i>
daddy Christmas			<i>d</i>	aconite powders	0.36	0.108	0.65 †s1
ARAMANTA (1484 Hagman)				embrocation	7.5 dr	0.29	0.087
special complexion milk			0.92½ <i>c</i>	2½ oz	0.35	0.105	0.62½†s1
227 cc				10 oz	0.95	0.285	1.78 †s1
BAMYL (456 FS&S)			<i>i</i>	hair restoring ointment	0.31	0.093	0.56½
bath extract	12 oz	2.52dz	0.755dz	red lotion	1¼ pt	0.096	0.57½
1 gal	1.27	0.38		2 pt	0.43	0.129	0.77
shampoo	2 oz	0.66dz	0.20dz	worm and condition			
4 oz	1.02dz	0.305dz	0.15	powders	0.36	0.108	0.65 †s1 <i>i</i>
1 gal	0.72	0.215		with ball, without ball			
shaving stick refill	5.55	1.665	0.07	and for foals and yearlings			<i>d</i>
toilet soap	(gross)	(gross)	0.07	HYDERGINE (1098 Sandoz)			
(gross)	5.53	1.51		ampoules 1 ml	5	0.28	0.42 †s4B•
BANTRON (149 Cuticura)				pack of 6			<i>d</i>
smoking deterrent	15	4.48dz	1.31dz	LAROLA (106 Beetham)			
BEDEMAN (102 CB)			0.63½† <i>c</i>	complexion lotion			
lemon cream shampoo				glycerine and lavender			
sachet	1.40	0.42	0.07½ <i>a</i>	3 oz	2.58dz	1.16dz	0.42 •
therapy treatment	(3 doz)	(3 doz)		glycerine and rose water	3 oz	2.58dz	1.16dz
shampoo			<i>d</i>	complexion milk			0.42
BLACK VELVIT (1072 CR&Co)			<i>i</i>	glycerine and white lilac	3 oz	2.16dz	0.97dz
blackcurrant syrup	12 oz	1.32dz	0.19dz	LERGOBAN (1061 Riker)			
18 oz	1.81dz	0.26dz		tablets	50	0.60	†s7
COLGATE (280 CP)			<i>d</i>	200	2.00		†s7
fluoride toothpaste				Li-lo (308 Cow) existing entry			<i>d</i>
fluor with MFD			<i>i</i>	LI-LO (308 Cow)			<i>i</i>
toothpaste				air cushion 18 x 13 in ..	0.415dz	..	0.62½
COTY (301 Coty)				print on one side ..	0.475dz	..	0.71
Originals				air pillow 18 x 13 in ..	0.29dz	..	0.44
lash'n liner	11.22dz	5.05dz	1.90 <i>i</i>	print on one side ..	0.375dz	..	0.56
CUSSONS (338 Cussons)				baby pants (elastic leg)			
Imperial Leather				small, med, large (2)	0.85dz	..	0.12½
soap toilet	0.59dz	0.175dz	0.07½ <i>a</i>	ex. large (2)	0.10dz	..	0.15
DAPPLE (1072 CR&Co)			<i>i</i>	cot sheets 27 x 18 in	1.35dz	0.15dz	0.19
12 oz	2.00dz	0.30dz		36 x 27 in	2.48dz	0.27dz	0.33
DEAKIN'S (360 D&H)			<i>i</i>	hot water bottles			
cough & cold healer				Airflow junior	0.325	..	0.49
100 ml	1.305dz	0.395dz	0.20½	double heat..	0.375	..	0.56
200 ml	2.205dz	0.665dz	0.33½	standard	0.395	..	0.59½
inflammation remedy				major	0.44	..	0.66
100 ml	1.36dz	0.45dz	0.21½	Sheerline	0.395	..	0.59½
200 ml	2.205dz	0.665dz	0.33½	Nimbus	0.39	..	0.58½
DEANASE D.C. (291 Consolidated)			<i>c</i>	020700	0.31		
DEEP (102 CB)				020600	0.31		
conditioning shampoo	3.60dz	1.08dz	0.54 <i>i</i>	021100	0.325		
therapy treatment				020300	0.35		
shampoo	3.60dz	1.08dz	0.54	020200	0.35		
treatment shampoo	3.60dz	1.08dz	0.54 <i>c</i>	021500	0.34		
DURST (673 J of H)			•	021680	0.365		
enlarger				020500	0.365		
F 30	..	..	34.98	rubber sheeting			
ESTEE LAUDER (425 ELC)				36 in x 12 yd	0.265		per yard
lip glossers				LIPCOTE (137 Blakoe)			<i>i</i>
stick	..	..	1.30 <i>i</i>	small	0.13	0.065	0.25
EUGENE (431 Eugene)			<i>i</i>	large	0.18	0.08	0.35
(distributors 67 Ashe)				MARY QUANT (876 MP)			
shampoos luxury	20 cc	0.56dz	0.16dz	eye care stick	3.36dz	1.51dz	0.57 •
210 cc	2.14dz	0.63dz	0.29	lash conditioner	3.36dz	1.51dz	0.57
liquid cream	13 oz	1.63dz	0.48dz	0.25			
delacquer	26 g	0.31dz	0.09dz	MINERS (876 MP)			
shampoos existing entry			<i>d</i>	eyelashes			
EUMIG (673 JofH)			•	feathers	3.31dz	1.49dz	0.54 •
sound projector				overs'n unders	3.31dz	1.49dz	0.54
Mark 710D	..	..	139.59				

# COMMENT

## Welcome critic

Smaller retailers—particularly those with specialised knowledge like the pharmacist—would be delighted if there were more customers like Miss Katherine Whitehorn, the *Observer* columnist.

Speaking to the Distributive Industry Training Board's seminar on "The development of people in distribution" (p798), Miss Whitehorn showed herself to be one of those discerning shoppers who wants to know something about the products she buys—and expects the shop assistant to be in a position to tell her. With this requirement in mind, she was right to point out that where only a few staff are employed, the better informed they must be.

Unfortunately, not all shoppers are so demanding. Many buy where they see the "best sellers" at the lowest prices—but expect to find the specialist shop ready and waiting round the corner when they want something unusual or run into a problem.

Community pharmacies are perhaps in a better position than most retailers to serve both groups of customer, however. Provided the premises are sited in a viable "shopping area"—be it a parade or a precinct—there is usually an opportunity to offer customers value for money while still being the obvious place to which they should turn for professional and technical advice.

The seminar speakers showed clearly that in this type of small business, the staff have a higher training requirement than in a more complex one. The pharmacist cannot personally deal with every customer, and it takes a well trained staff to deal with the more common inquiries and yet know instinctively when assistance is required.

The problem, of course, lies in finding time to give this training when there are only three or four people involved. Day release on the half-day can help where courses are available, but some proprietors have found their staffs willing to learn together as a group outside normal business hours. The NPU-sponsored courses, it goes without saying, are invaluable.

But Mr P. H. Newel, chairman of the Northern Ireland DITB and himself a smaller retailer, put his finger on the

central point at the seminar when he detailed the *staff's* attitude to "job satisfaction." High on the list was "interesting work," and it is perhaps the need to create an interest in the work, rather than to provide full-time inherently "interesting" work that is most important. Mr Newel reported his success in encouraging staff to view their role in that new light by providing them with much more information concerning his hopes and plans in order to create a sense of more direct participation in the business.

It is an example that could be followed with profit by others, in even the smallest business. Who knows, Miss Whitehorn might even become a "satisfied customer."

## Sandwiched speaker

The social aspects of the Royal Society of Health's Pharmaceutical Group have usually been quite successful, and the luncheons at which an authoritative speaker is guest have become regular dates in many diaries. The Society has also nurtured the pharmaceutical section at its annual congress, where opportunities have arisen to make pharmacists' views known to a wider audience concerned with health matters.

It is therefore, probably ungenerous to criticise too harshly the arrangements for the Group's dinner at the Tower of London on November 19 (p 811), but our sympathy was with the speaker, Mr C. M. Porter, Deputy Chief Inspector, Customs and Excise, who was literally sandwiched between the dinner and the traditional Ceremony of the Keys. He found his time so restricted that much of his paper was sacrificed.

Mr A. Aldington, who is taking over the chairmanship of the Group, must ensure that such an occurrence is not repeated.

The involvement of Customs Officers in combating drug smuggling, which is but part of their work, is a story that is often merely set out in statistics but, as the deputy chief inspector rightly claimed, the substantial numbers of drug smuggling offences that are discovered confirms the enthusiasm with which the customs officers pursue their responsibilities.

## BOOKS

**Adverse Drug Interactions.** *The Guild of Hospital Pharmacists*, 150 Southampton Row, London WC1B 5AL. 6 x 4½ in. Pp 79. £1.50.

Considerable criticism has recently been voiced about existing charts and books listing drug interactions. Some critics claimed that the information was too scanty and that material was uncritically assembled. The publications, they suggested, were presented in a form which was not really of value to the prescriber, who wanted to know how safe it was to administer a particular drug to a particular patient.

The Guild's booklet adopts a new approach. Only those adverse drug interactions which have been shown to have

clinical significance are listed and in each case the appropriate reference in the literature is given (except for a few well known "text book" interactions).

A separate page is allocated for each drug which is known to interact. Below it are listed, in alphabetical order, the drugs which are involved. Adjacent columns list a coded classification of the interaction, the clinical outcome of it, and the reference. The symbol (OS) is used to signify that an overswing effect may occur when the interacting drug is withdrawn.

The numbered coding system refers the reader to the beginning of the booklet where interaction classifications are listed. Different effects, such as the depression or stimulation of metabolising enzymes or protein binding of the drug, are described.

Pages are interleaved with blank sheets so that new interactions may be added as

they are reported in the literature. The information will be revised periodically. The booklet is bound in a ring binder.

The production of this booklet may well become recognised as an important contribution to our knowledge of drug interactions in Britain.

**Snake Venoms and Envenomation.** Edited by Sherman A. Minton. *Marcel Dekker Inc*, 95 Madison Avenue, New York, 10016. 9 x 6in. Pp 188. \$12.50.

This is a collection of review articles dealing with poisonous snakes, their venoms, and the treatment of their bites.

The world incidence of snakebite is unknown, states the book, and it refers to a survey in 1954 which puts the annual number of deaths at 30,000-40,000. Although this is a relatively insignificant medical problem in terms of numbers, the subject arouses widespread interest, the book declares.

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# NPUM and VAT under discussion

The members of the NPU Executive were not altogether satisfied, as practising businessmen, with all aspects of NPU marketing. Therefore they were looking critically at the packaging and range of NPU products.

That information was given at the first experimental meeting of North Metropolitan Branches held at Mallinson House on November 18, when members of the NPU staff were on hand to show members and their friends round the various offices on five floors at the NPU headquarters. The members were given five-minute addresses by Mr A. Aldington, Mr D. N. Sharpe and Mr R. G. Worby, all members of the Executive.

Mr Aldington said the meeting was an obviously successful experiment, and for the first time the officers of the Union had been able to marshal a display of all the NPU services. Mr Sharpe emphasised the growth of the business services provided which now produced a turnover of £300 a day without taking into account the larger items such as cash registers.

Earlier, it had been suggested that a gap in the services was the lack of a retail pharmacy management training course. When he asked how many members present would support a three-day course at Mallinson House, about twenty members indicated their interest.

## Difficult phase

He said everybody knew pharmacy was going through a difficult phase but he was positive that the NPU business services and the newest service—that of inter-firm comparison—was moving in the right direction.

Mr Worby had been impressed by the work the NPU did for its members. He mentioned health centre problems and doubted if the centres had turned out to be what had been expected. They had not received the expected acclaim from the public, and he forecast that in time the size of health centres might be reduced.

The Chemists' Defence Association benefits, and the indemnities provided, constituted a service that outweighed "all the money you put into it," declared Mr Aldington. He expressed surprise and disappointment that the clearing house scheme was supported by only 50 per cent of the membership. The savings to individual members covered "all the NPU subscriptions and all the journals you wish to buy."

Those members who had seen the offices would have realised that the pharmacy planning service was a "very big developing section."

During question time a number of members sought information on value added tax. Mr J. Wright, director, NPU group, and the members of the Executive said that the NPU was very much concerned with the discussions currently going on in



Interested members learn more about NPU services

various committees and organisations. The government had said the tax would be simple and as practical as to present no burden. Discussions that had taken place indicated otherwise. It was obvious that there would be more than one rate of tax. Some goods, would be exempt from tax and others subject to "zero tax."

If during production or distribution, some part of a product was subject to VAT, then that tax could be "claimed back" if the final product was subject to the zero tax rate, but no claims could be made when the product was exempt.

Mr Worby said it did appear that there would be no need for multi-total cash registers. The final tax due would be almost certainly assessed by correlating the tax totals of the various rates in their proportions to the sales. Negotiations were in hand "trying to sort out the NHS aspects."

A member said that the NPU had not tackled the "postgraduate training problem." The necessary salary of £1,200 a year did not allow the small private retailer to engage in such training, yet it was essential to attract entrants to independent retail pharmacy. He asked if the

Executive would consider direct grants to retailers undertaking training or possibly scholarships to the trainee.

Mr Sharpe did not think such subsidies were reasonable or practical. He did not think—as had been suggested—that "continuity" was a real problem, and furthermore, after two months the "post graduate" was a really worthwhile member of the staff. The real problem was the lack of a career structure, and he knew no answer to that problem.

Dealing with questions concerning NPUM, Mr Sharpe pointed out that the 200 packs and sizes of NPUM products were too many and a process of weeding out was in hand.

A member reported on correspondence with the Winthrop organisation confirming that they were ready to support and enforce price maintenance.

As the "youngest NPU member" Mr Lewis Priest, Ealing, said that having had the privilege of knowing what "goes on," he would like everybody to know the NPU had a staff second to none that had achieved wide recognition. He also praised the information and locum services.

## Bad publicity from 'NP'

Examples of ways in which the name labelling of containers can lead to adverse publicity for pharmacy will be quoted to officers of the Department of Health, the Central NHS (Chemist Contractors) Committee decided at its October meeting. It was said that blame could fall wrongly on pharmacists for incidents arising from patients transferring tablets or capsules from one container to another.

The Committee noted correspondence on a number of technical points with the Department about the forthcoming ingredient costs inquiry and received a report from the office about the progress being made with the arrangements.

The Pharmaceutical Society's draft revision of its recommendations for dispensing

containers were found to be acceptable.

Prescription statistics for June 1971 and for June 1970 were:

	June, 1971	June, 1970
Total prescriptions	21,624,745	22,074,093
Total cost	£16,506,775	£15,027,511
Average cost	76.33p	68.08p
Average on-cost (after discounting)	4.37p	4.20p
Average fee	14.91p	12.44p

Final arrangements were agreed for the meeting between representatives of the working party on rural dispensing and officers of the Department.

Payment arrangements for chemist contractors operating an official rota on Tuesday, December 28 have been worked out with the Department. Details would be published in the November *Newsletter*.

# 'Painful changes' forecast for those in retail practice

The recent announcement on cost-related prescription charges was "a very remarkable victory for those in the profession who have worked to achieve it."

That was the view of Mr Eric Ogden, MP, when he opened a meeting of the Socialist Medical Association at the House of Commons last week.

Speaking on changes in pharmacy, Mr Philip Crees, chief pharmacist of the Dudley Road Hospital, Birmingham, said, "Pharmacists of the future are going to welcome working on an equal basis to others in the health team."

In the meantime, general practice pharmacists should try to take a wider view of developments and be prepared for many painful changes. It was not easy, he said, for people working in a profession to stand back and take an objective view of such a thing as the National Health Service.

Mr Crees declared it was a tragedy that the idea of health centres had been forgotten in the early days of the NHS—enthusiasm for them was now evident; and that would accelerate their development.

## Closer ties would ensue

Pharmacists should welcome them, and also the closer ties between the professions which would ensue. He was not suggesting that there should be a pharmacist in every centre. That could be uneconomical, but it would be a good thing in a number of cases. He looked forward to further changes, provided they could be done without financially ruining a large number of pharmacists already in general practice.

Mr Crees was in favour of health centre pharmacists receiving a salary. Many pharmacists working for a company in business were already paid a salary, and he asked whether that was not analogous to being similarly paid in a health centre?

Those responsible for setting up group medical practices, as opposed to health centres, seemed concerned with making life better for doctors and only indirectly for patients, he remarked.

On the Government's consultative document on the reorganisation of the administrative structure of the Health Service, Mr Crees said that what the Socialist Medical Association saw as the worst threat were the proposals which led to less public control of the Service at local level. He criticised the powers of appointment that the Minister would possess and also the emphasis on management appointees.

Turning to the hospital service, Mr Crees spoke about his own area. The Birmingham Region had recently become the first to appoint a regional pharmacist under the Noel Hall arrangements. In the next few months they expected to have a plan for the region which he hoped would set the pattern for the whole of the rest of the country.

The Noel Hall report was a disappointment when it came to career prospects, he said. There would be fewer top jobs in the future. Mr Crees thought that hospital grades should be defined in terms of the work done and responsibility of posts. Again the report could be criticised. There was a serious failure to define the grades properly. Pharmacists involved in all the different jobs would have to be graded into only three categories.

There were now far more graduates throughout the hospital service. It was an anachronism that medical services and advisory committees were having most of the say in decision making, he claimed. Other people should be drawn formally into the process.

Doctors were making decisions when they had no idea of whom they were affecting. "You could stop this sort of half-baked planning, resulting from inefficient consultations," said Mr Crees.

The voice of pharmacy must be heard at every level when the administrative structure of the NHS is reorganised, affirmed Mr W. M. Darling, president of the Pharmaceutical Society, when he spoke about the Government's consultative document.

Mr Darling accepted that good management was important, but he thought that good understanding was of equal importance. Health authorities should consult with community health councils before taking decisions.

Mr Darling said that he had got the impression that the Department of Health had sympathy for the Society's suggestions for a planned pharmaceutical service. He hoped draft regulations on the subject would be produced as soon as possible.

## Humanitarian problems

It was a tragedy that Sir Keith Joseph, in his recent statement on prescription charges, had omitted to mention the humanitarian problems, but had dwelt on the practical side. Sections of the Press had hinted that prescription charges would be increased to 25p. That must not be allowed to happen.

The NHS was now "creaking at its tender joints," he said. If the problems he had spoken of were dealt with it could be revitalised.

Mr G. Raine, group chief pharmacist at St George's Hospital, London, said that medical treatment had become too complex for any one person to know all that was needed to be known about a method of treatment and the proper drugs to be used.

He felt that what was required was the training of a more advanced type of pharmacist; someone who knew a certain amount about pathology and disease processes, who could talk to the doctor in his own jargon, bringing to the dialogue specialised knowledge of pharmacological and pharmaceutical factors.

He continued: "Then there must be some means of making that kind of advice available to the prescriber at the time the prescription is written, not using the pharmacist as a kind of long stop to correct errors in prescriptions." If the pharmacist also had equipment for measuring drug levels in body fluids he would become a most valued member of the team, suggested Mr Raine.

## The American scene

Impressions gained during a recent tour of American hospitals were described by Mr Raine. In the USA there had been a tendency for diversification to make the fullest use of the pharmacist's expertise. In the UK the opposite was the case, there was a noticeable movement towards specialisation.

He had got the impression, from the American hospitals he had visited, that the director of pharmaceutical services was a much more important officer in the hospital, than his British counterpart. When an American hospital doctor proposed the use of a new drug he might be permitted to prescribe it, provided proper case reports were submitted to the hospital's pharmacy and therapeutic committee.

Clinical pharmacy was now an important aspect in America. A clinical pharmacist would spend the majority of his time on the wards and was assigned to a certain number of patients (30, for example).

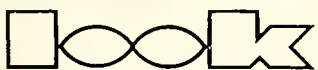
He would take down a drug history of the patient on admission (pharmacists claimed that they were far more successful than doctors in eliciting what drugs were being taken by the patient). He would go on medical rounds, study the patients' notes, paying particular attention to the results of laboratory tests which might indicate abnormal conditions that would affect drug behaviour, and carry out related duties.

Mr Raine felt that pharmacists in this country ought to be more a part of the health team. He wanted to see the training of clinical pharmacists who could fill the role that was waiting for them.

## BUSINESS Q & A

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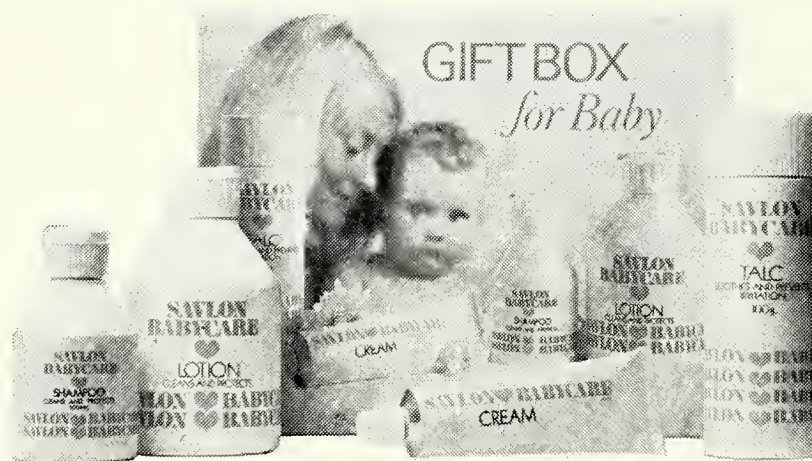
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# Drugs in walnut shells and rucksacks

Illustrations of drug smugglers' ingenuity were included in the paper that was to have been presented by Mr C. M. Porter, Deputy Chief Inspector, Customs and Excise, to the Royal Society of Health's Pharmaceutical group at a dinner at the Tower of London on November 19.

Unfortunately, the speaker cut his talk to enable members of the group to see, elsewhere in the Tower, the traditional Ceremony of the Keys.

Mr Porter said that smuggling thrived on commodity shortages, so that in the post-war years after 1945, "nylons," jewellery, furs, tobacco and spirits provided business opportunities which have since diminished—and perhaps caused smugglers to look for the present-day unfilled demands and opportunities to make substantial profits.

Significant items in that category were drugs. In 1962, Customs officers seized 150lb of cannabis; in 1970 it was 2,000lb. Smuggling of amphetamines had not been a major problem and there was good reason to believe that illicit demands had been largely met by the proceeds of robberies from hospitals and chemists and by the manipulation of prescriptions. During 1970 there were over 800 robberies of amphetamines from chemists shops.

Hallucinogenic drugs, principally LSD, have come to notice through detection during the last three years, during which the number of doses or tablets discovered rose from a score or more in 1968 to over 14,000 during 1970.

## Smugglers' opportunities

In appraising the possibilities open to drug smugglers it was prudent to keep abreast of the international situation and to consider the possible effects in the United Kingdom.

The major "hard" narcotic smuggled in the international drug traffic was opium and its derivatives, morphine and heroin. Most of that deadly trade, estimated to be in excess of 500 tons opium per year, was destined for the rich markets of the USA and Canada by means of well-established drug-smuggling routes. The British "hard" drug addict population of 1,500 was indeed very insignificant when compared with the USA figures.

The British problem of opiate addiction arose from the over-prescribing of heroin by a few unscrupulous doctors. When this source of supply was cut off by the provisions of the Dangerous Drugs Act 1967 it was feared that this might lead to the creation of a black market. There was a distinct possibility that large quantities of heroin might be diverted from the Middle East illicit drug flow into this country. Mr Porter continued: "I am

very pleased to be able to tell you that there is no evidence that his has happened.

Smuggling of cannabis dwarfs the heroin traffic in volume. Declared Mr Porter "Once again the USA is very much on the receiving end—it is estimated that 1,000 tons of cannabis is smuggled into USA from Mexico and South America each year." The largest proportion of the remaining world supply of the drug is destined for European countries including the UK.

The problem of cannabis abuse continued to increase. Unfortunately, the publicity frequently given to statements by influential people who claimed that the drug was harmless might act as an encouragement to a potential user. However, the vast majority of public opinion in all civilised countries today condemned the use of cannabis.

## Means of transport

The opportunities for smugglers were immense because of the UK's position as a trading nation. Last year 131,000 ships and 240,000 aircraft brought 16 million travellers to this country, or brought cargoes of all shapes, sizes and descriptions. Something like 5 million post parcels were received from overseas at Foreign Mail Offices. The Customs control and examination of all that traffic had to be highly selective. At all these points of control were Customs Officers trained to identify drugs. "Here help has been received from the Government Chemist who has devised a simple field kit which will, in the case of cannabis, readily produce a red to violet reaction, and a purple reaction from opium. Use of an ultra violet lamp with a reagent will identify amphetamines and hallucinogens. A rapid test of suspected substances is necessary in order to confront the suspect with such evidence and as a reason for detaining an offender and bringing him to trial.

"During the last fiscal year 456 smuggling incidents were discovered and 260 persons were prosecuted. The principal item discovered was cannabis, of which nearly 2,000lb was confiscated. The 1971 figures are incomplete and although the number of detections does not appear to have risen, the total quantity seized has increased—3,765lb up to now. This suggests a higher incidence of drugs for sale rather than personal consumption."

Mr Porter then listed some examples of smugglers' ingenuity.

At Southend airport a thorough search of a new Mercedes car revealed 285 slabs, weighing 130lb, of cannabis resin concealed in a specially-constructed compartment inside the petrol tank, and inside the spare tyre. At Heathrow recently, there have been numerous seizures of slabs of cannabis resin concealed in false compartments built into the suitcases of Asian travellers. There was also a detection of 4,035 LSD tablets concealed inside a surf board being imported by a passenger from the USA.

In his paper, Mr Porter stated that when the organised drug traffickers realised that many of their carriers were being detected with drugs concealed in baggage or on

the person, they turned their attention to importations concealed inside commercial cargo. Fortunately the alertness of the customs staff at the landing places, the support given by investigating officers and some errors made by the drug traffickers themselves had all combined to produce some large detections. He mentioned the seizure of 995 kilos of cannabis at Heathrow Airport concealed inside 220 tins of enzymes imported from Uganda. There was also the seizure of 7 cwt of cannabis concealed in 16 cases out of a consignment of 250 cases of mango pickles which arrived at Tilbury Dock. Officers investigating the incident extracted the drug and then took part in the delivery of the cargo to an address in Sowerby Bridge. The offenders were Pakistanis.

The third area in which the smugglers operate was the Overseas Postal Service. Post Office Regulations limited the size of parcels thus the quantities seized were not very large. But what may be lacking in size was adequately compensated for in ingenuity. A postal package opened recently at Dover postal depot revealed that someone with considerable patience had carefully opened a quantity of walnut shells, extracted the contents which they replaced with cannabis resin, and then stuck the shells together again.

## Distressing cases

Small quantities of drugs are frequently concealed inside innocent-looking newspapers, periodicals and books. For some peculiar reason the Bible seems to be a favourite volume for this method of smuggling. Ornaments, labelled by a foreign government department as genuine antiques have also been found to contain cannabis. Even the most innocent-looking present sent as a gift must sometimes be regarded with suspicion. A large toy elephant was recently detected which had been stuffed with cannabis. Likewise a toy drum intercepted at Birmingham.

Whilst the Customs Officers obtained satisfaction in successfully detecting drug smuggling attempts they are brought face to face with some distressing examples which probably strengthen their determination.

One concerned a 15-year-old American schoolgirl attending boarding school in England. When passing through controls she was found to have a considerably excessive quantity of cigarettes and a flick knife which she claimed was for her personal protection. Careful search of her luggage revealed a quantity of cannabis resin together with three pipes for its use.

More recently, a 17-year-old Canadian student was intercepted. Inside the hollow frame tubes of his rucksack 572g of cannabis resin and 80 methadone tablets were concealed. Inquiries revealed that this youth came from a good home. His parents were affluent. He had been in India during the previous nine months, had become addicted to heroin and had been undergoing treatment. In view of his physical condition he was medically examined. The doctor's opinion was that this boy would be unlikely to live beyond his 18th birthday.

# PROFESSIONAL NEWS

## Implementing the new NHS in Scotland

The Pharmaceutical Society's Scottish Department Executive is setting up a subcommittee to work out the detailed mechanism of the proposed reorganisation of the Health Service administrative structure in Scotland.

At its last meeting, the Executive decided the subcommittee should have powers of co-option and should "examine thoroughly professional aims and attitudes and formulate the position of pharmacy in an integrated health service."

It was agreed that the Executive should restate its opinion that the chairmen of professional committees at national level should be full members of the Health Services Planning Committee, as at present applied in the Scottish Health Services Council, and should not only be "entitled to attend meetings of the Council," as stated in the White Paper.

### Poor response to measles campaign

The chairman referred to the Scottish Health Education Unit's campaign for measles vaccination in which general practice pharmacists had been involved. It was agreed that there had been a poor response from the public but the background information supplied by the Unit to pharmacists had been very useful.

It was reported that the Executive had been asked by the South-eastern Regional Hospital Board to nominate persons considered suitable for appointment to boards of management. The Executive decided that the other four Regional Boards in Scotland should be asked if they would also accept nominations and that such recommendations would be made by the chairman.

Mr Mackay reported that the collection and delivery service for Chapelhall and Calderbank was running smoothly. The Executive was reminded that it was the first service to be paid for by the Executive Council. At the request of the clerk to the Lothians and Peebles Executive Council the Executive agreed to the setting up of a collection and delivery service for Winchburgh using the bus service and alternating between the two pharmacies in Broxburn. The ownership of the pharmacy at St Boswells had changed and it was now operating limited hours of service.

It was reported that the returns from the Scottish schools of pharmacy showed a rise of 18—the number of first-year students—from 159 to 177—between 1970 and 1971. There were no unfilled places at any of the schools.

It was reported that a fine specie jar had been donated to the Scottish Department Victorian pharmacy by Miss E. M. Robertson, now resident in North Berwick.

It was decided that the Commissioners

for Customs and Excise should again be asked to clarify the interpretation of Paragraph 3 of the Methylated Spirits (Sale by Retail) (Scotland) Act.

It was reported that Mr A. Cowan had been invited to take the late Dr Macmorran's place on the Scottish Health Services Council and had accepted. The Executive agreed that no recommendation be made to fill Dr Macmorran's place on the Scottish Pharmaceutical Advisory Committee until a new resident secretary had been appointed.

## COMING EVENTS

### Tuesday, November 30

**Fife Branch, Pharmaceutical Society**, Ollerton Hotel, Kirkcaldy, at 7.30pm. Mr J. Barrie on "History of Fife."

**Lancaster, Morecambe and Westmorland Branch**, Slyne Lodge Hotel, Slyne, Lancaster, at 8pm. Cine film evening.

**Sunderland Branch, Pharmaceutical Society**, Lambton House Club, Sunderland, at 8pm. Dr G. F. Somers on "A chequered career in pharmacy." Followed by wine and cheese party.

### Wednesday, December 1

**London Branch, Guild of Hospital Pharmacists**, The Auditorium, Wellcome Building, Euston Road, London NW1, at 7.30pm. Dr T. D. Whittet (Chief pharmacist, Department of Health and Social Security) on "The work

of the pharmaceutical division of the Department."

**Pharmaceutical Society of Great Britain**, 17 Bloomsbury Square, London WC1. Mr H. Burlinson (director, Thomas Kerfoot & Co Ltd) on "The testing of tablets—bio-pharmaceutical and other considerations" (Harrison Memorial Lecture).

### Thursday, December 2

**Bournemouth Branch, Pharmaceutical Society and National Pharmaceutical Union**, Postgraduate Medical Centre, Boscombe, at 7.30 pm. "Drug teach-in."

**Hastings Branch, Pharmaceutical Society**, Granville Hotel, Bexhill-on-sea, at 8pm. Mr C. C. Stevens (a member of Council) on "Pharmacy and the Common Market."

**Huddersfield Branch, Pharmaceutical Society**, Masonic Hall, Greenhead Road, Huddersfield, at 7.30pm. Annual dinner.

**Lincoln Branch, Pharmaceutical Society**, Reindeer Hotel, Lincoln, at 8pm. Mr D. F. Permain (Nordia, shopfitters) on "Shopfittings and pharmacy planning."

**Thames Valley Pharmacists' Association**, Winthrop House, Surbiton, at 8pm. Mr C. W. T. Ridout on "Pharmacy in Ethiopia".

### Friday, December 3

**Fife Branch, Pharmaceutical Society**, Golden Acorn Hotel, Glenrothes, at 8pm. Annual dinner and dance.

**Medway Branch, Pharmaceutical Society**, Town Hall, Chatham, at 7.30pm. Working dinner. Speakers, Mr Jack Charlton and Dr Tom Stuttaford, MP.

### Saturday, December 4

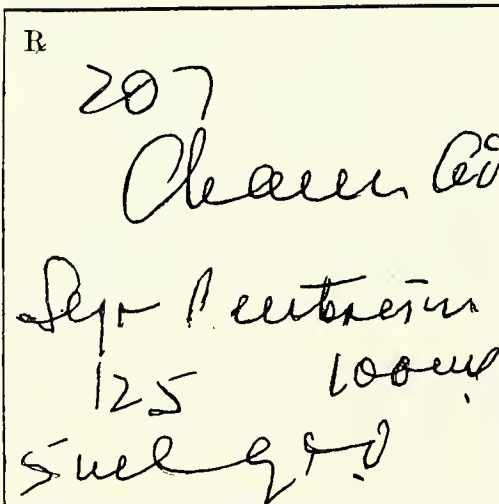
**Leicester and Leicestershire Branch, Pharmaceutical Society**, Postgraduate Medical Centre, Leicester, at 8pm. Christmas cocktail party.

**Nigerian Pharmaceutical Association (Great Britain and Ireland)**, Committee room, Yoruba Social Club, Upper Parliament Street, Liverpool 8, at 9pm. Annual conference reception. Business sessions on Sunday.

## LETTERS

### Prescription poser

The South-of-England pharmacist who received this prescription freely admitted defeat on what to dispense. The answer to his dilemma is given below.



Item "two" was clearly Syr Penbritin, but item "one" only came to light when the exemption claim on the reverse of the

script was studied—it is the patient's home address!

### Two dosage forms

We note that in your commentary on Dixarit (Notes on New Medicaments, November 20) you say that it has powerful anti-hypertensive properties. Your readers should be aware that clonidine hydrochloride is available in two distinct dosage forms: Dixarit and Catapres.

Dixarit blue sugar-coated tablets contain 0.025mg clonidine hydrochloride. In a dosage of one tablet twice daily, increasing where necessary at two weekly intervals to a maximum of three tablets twice daily, Dixarit is an effective migraine prophylactic with virtually no effect upon blood pressure.

Catapres tablets, which are white and uncoated contain 0.10mg clonidine hydrochloride. In the dosage of half to one tablet three times daily, which may be increased where necessary by half to one tablet every two or three days, Catapres effectively controls hypertension.

The decision to make clonidine available in these two quite distinct forms was taken in the interests of doctor, pharmacist, and patient to ensure that the dosage form appropriate to the patient's condition, whether migraine or hypertension, is prescribed and dispensed.

A. Smith Director,  
Boehringer Ingelheim Ltd

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# MARKET NEWS

## Brazilian menthol continues firm

London, November 24: Demand for Brazilian menthol for spot or near positions exceeded supply and it is thought unlikely that there will be any easing in stocks before the new crop becomes available.

Meanwhile new crop was being offered for February-March shipment at £4.70/kg, cif—an advance of £0.20/kg on the week. Dearer also were hydrastis, pepper and balsam of Peru. Lower were copaiba balsam, Cochin ginger, Costa Rican ipecacuanha and new-crop turmeric for shipment.

Among essential oils, Brazilian peppermint was dearer in line with the menthol position.

Production of sulphuric acid by members of the National Sulphuric Acid Association Ltd during the third quarter of the year amounted to 812,080 tons calculated as 100 per cent H<sub>2</sub>SO<sub>4</sub>. That was 1.3 per cent more than production in the third quarter of 1970. Sales amounted to 932,592 tons—the same as in the third quarter of 1970.

The Department of Trade and Industry are to end duty remission on certain synthetic organic dyestuffs following their investigation of the application by the Chemical Industries Association. At the same time the Department have decided, subject to Parliamentary approval, that the import duty on certain dyestuffs should be reduced from 18½ to 10 per cent on January 1, 1972.

The Chemical Industries Association requested abolition of duty remission with a duty of 15 per cent on January 1, 1972. This request was strongly opposed by many users. In fact, users in other major dyestuffs producing countries have never enjoyed this kind of remission, which has put UK dyestuffs producers at a disadvantage. Only about one-tenth of the usage of dyestuffs in this country will be affected by the ending of remission, according to the Department.

## Pharmaceutical chemicals

**Borax:** BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £82; extra fine powder £86. Technical grades less £20 per ton.  
**Caffeine:** (50-kg) Anhydrous and hydrate £1.78/kg.  
**Calamine:** BP grade £267.50 per metric ton.  
**Dienoestrol:** 5-kilo lots £62.50/kg.  
**Glycerin:** BP spot lots, 5,000-kg £211.60 per metric ton; 1,000-kg £214.55; 250-kg £220.45/kg; under 250 kg £250/kg.  
**Ichthammol:** 1,000-kg lots £0.52/kg.  
**Iodides:** (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).  
**Kaolin:** BP £66 per 1,000-kg in 25-kg sacks.  
**Methylated spirits:** In 45-gal drums minimum 900 gal, delivered, industrial 66 op £0.308 per bulk gal; perfumery quality £0.359; mineralised 64 op, £0.322. In tank wagon, 2,500-gal, the rates are: £0.308, £0.359, and £0.30 respectively.  
**Physostigmine:** (100-kg lots per kg); salicylate £686.70; sulphate £878.70.  
**Pilocarpine:** 1-kg lots hydrochloride £102; nitrate £95.  
**Saccharin:** BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

**Salicylamide:** (Per metric ton) 5-ton lots £700; 1-ton £710; ½ ton £720.  
**Terpineol:** 50-kg lots £0.49/kg.  
**Theobromine:** Alkaloid £13.50/kg delivered.  
**Zinc carbonate:** BPC 25-kg sacks £0.26/kg.  
**Zinc chloride:** granular 96-98% £135 metric ton.  
**Zinc sulphate:** heptahydrate £44 metric ton.

## Crude drugs

**Balsams:** (lb) **Canada:** £1.80 spot; shipment £1.75 cif. **Copaiba** BPC £0.50; Para £0.40. **Peru:** £1.17 £1.12, cif. **Tolu:** BP £0.70.  
**Ginger:** (ton) Cochin £230, cif. Jamaican No. 3 spot £1,100; Nigerian split £240; £185, cif, Jan-Feb; peeled £350 spot, £290, cif; Sierra Leone £350, cif.  
**Hydrastis:** £1.75 lb spot; £1.70, cif.  
**Ipecacuanha:** (Per lb) Matto Grosso £2.85 spot; £2.75, cif. Costa Rican £2.55 spot; £2.45, cif.  
**Menthol:** (kg) Chinese spot £5.90; shipment £5.65, cif. Brazilian spot nominal; Dec-Jan £4.90, cif; new crop Feb-March £4.70.  
**Pepper:** (ton) Sarawak black £380, cif; white £560, cif.  
**Seeds:** (ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £365. **Celery:** Indian £260; £220, cif. **Coriander:** Moroccan £75.50, cif. **Cumin:** Indian £225, cif. **Dill:** Indian £120, cif. **Fennel:** Indian £135, cif. Chinese £115, cif. **Fenugreek:** Moroccan for shipment £63, cif. **Mustard:** £60-£120 spot. **Turmeric:** Madras finger £160 ton; £137.50, cif (April-May).

## Essential and expressed oils

**Almond:** £490 ton, duty paid.  
**Amber:** Rectified spot £0.33/kg.  
**Anise:** Chinese £1.49/kg spot; £1.32 cif.  
**Bay:** Shipment £6.27/kg, cif.  
**Bergamot:** £9.35-£11.55/kg as to grade.  
**Birch tar:** Rectified £2.35/kg.  
**Bols de rose:** Brazilian £1.75/kg spot; £1.65, cif.  
**Buchu:** English distilled, £255/kg.  
**Cade:** Spanish £0.42/kg.  
**Cajuput:** £1.20/kg on spot.  
**Camphor white:** Spot £0.36; £0.30/kg cif.  
**Cananga:** Java £5/kg, cif.  
**Caraway:** Dutch £6.50/kg; English £18/kg.  
**Cardamom:** English distilled £55/kg; Indian £46.50.  
**Cassia:** Chinese £2.20/kg, spot.  
**Cedar:** Leaf £2.40/kg; wood; American £1.54.  
**Celery:** English £27/kg; Indian £19.  
**Cinnamon:** Ceylon leaf £1.59, cif; Seychelles leaf rectified £2.75; bark, English distilled £88.  
**Chinese** £1.10 spot; £0.95, cif.  
**Citronella:** Ceylon £0.95/kg spot; £0.91, cif; Chinese £1.10 spot; £0.95, cif.  
**Clove:** Madagascar leaf £1.20/kg in bond; £1.10, cif. English distilled bud £18.  
**Cod-liver:** BP in 45-gal lots £31.50 naked.  
**Coriander:** £9.35/kg spot.  
**Cubeb:** English, £13.50/kg.  
**Dill:** £5.75/kg spot.  
**Eucalyptus:** Chinese 80-85 per cent £0.62½/kg in bond £0.59, cif.  
**Fennel:** Spanish sweet £2.09/kg.  
**Geranium:** Bourbon £18/kg; Congo £16.50/kg, cif; Egyptian £17, cif.  
**Ginger:** English distilled £39/kg; Indian £22.50.  
**Juniper:** Berry £3.08/kg; wood £0.55.  
**Lavandin:** £2.76/kg spot.  
**Lavender spike:** In 1-metric ton lots £3.10/kg.  
**Lavender:** French from £4.40/kg.  
**Lemongrass:** £2.40/kg spot; £1.80, cif.  
**Lime:** West Indian distilled £7.70/kg spot; £7.15, cif.  
**Nutmeg:** East Indian £4.95/kg. English distilled from West Indian £12.75; from E Indian £13.15.  
**Olive:** £300-£305 metric ton fob Spain; spot £360-£365 long ton, duty paid.  
**Orange:** Sweet £0.54/kg spot; bitter from £3.15.  
**Palmarosa:** £7.85/kg spot, £6.50, cif.  
**Patchouli:** Spot £4.25-£4.50/kg duty paid.  
**Pennyroyal:** Spot £2/kg.  
**Pepper:** English distilled ex black £32.50/kg.  
**Peppermint:** (Per kg) Arvensis Chinese £2.10 spot; £2, cif; Brazilian £2 spot; Dec-Jan £1.70, new crop, Feb-March £1.65, cif. American piperata from £3.85.  
**Petitgrain:** £2.85/kg spot; £2.70, cif.  
**Pine:** (kg) Abietis £3.75, pumilionis £6; sylvestris £1.62.  
**Rosemary:** Spanish £1.50/kg.  
**Sage:** Spanish £1.85/kg spot.  
**Sandalwood:** Mysore spot £13.25/kg. East Indian for shipment £12.50, cif.  
**Spearmint:** American £5/kg, cif; Chinese spot £3.40/kg; shipment £3.30 cif.

PETRONET & SULPHONET TULLE DRESSINGS

SETONPLAST WATERPROOF STRAPPING

COLOSET & SUPASAC ILEO/COLOSTOMY BAGS

TUBIPAO SACRAL BANDAGES

SETON URINE DRAINAGE BAG

ZINC PASTE RANGE OF MEDICATED BANOAGES

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TROMBOVAR INJECTION SCLEROSING AGENT FOR VARICOSE VEINS

VARICO LEG BANDAGES & BLUE LINE WEBBING

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TUBIPAD BANOAGES FOR PREVENTION OF PRESSURE SORES.

# Seton

## have the subject well covered . . .

. . . by a wide range of Surgical Dressings and appliances. They are now being regularly prescribed by General Practitioners, and can be obtained through any Wholesale Chemist. Trade Price Lists and further information regarding these and other products will be supplied upon request.

### **B-J BATEMAN-JACKSON**

Distributors of Seton Specialised Surgical Dressings and Appliances.

Tubiton House, Medlock St., Oldham, Lancashire, England. Telephone: 061-652 2222 (5 lines) Telegrams 'Tubiton' Oldham. a member of the Seton Group

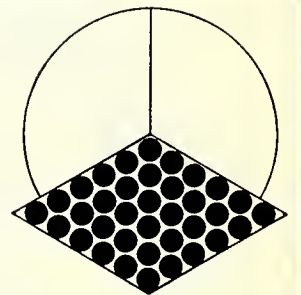
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A roundabout way of increasing your profitability



Diamond shaped shelves, exclusive to KARU-SELL, achieve easier merchandising, better visibility than conventional circular types.



KARU-SELL provides 41½ sq. ft. of impact display in only 8¼ sq. ft. floor area.

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COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

Tel. No. \_\_\_\_\_ KC/171

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To all readers of Chemist & Druggist we are able to offer a genuine 20% discount off the list price, including purchase tax, of any of our beautiful ENGAGEMENT RINGS, jewellery, watches, clocks, lighters, pens etc. or any of our superb selection of Tax free second hand jewellery from £50 – £3,000. Now! Easy credit terms on all purchases over £60! We supply famous Companies with presentation articles, ask us – you will be pleased with our service.

**20% Cash discount**  
Most famous makes supplied



*Branches: Loughborough, Leicester, Hatfield, Hinkley, Lichfield (Worthington), Newbury (J. Lawrence) and Crouch End (Saunders).*

## The British Dyewood Co Ltd

# Tannic Acid

in all qualities

Fine Chemicals for Industry

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Tel: CENtral 4425  
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Tel: CENtral 5272

Another new product from Mitchum-Thayer

## Mitchum BLANCHAIR®

facial hair bleach



fast acting - easier to use - contains no ammonia

gel      creme      MITCHUM

BLANCHAIR®  
facial hair bleach

NET WT. GEL 2/3 OZ. CREME 2/5 OZ.

Blanchair is a marvellous new hair lightener for face, arms and legs. It works in minutes. Leaving skin soft and fragrant. And hair almost invisible. Mitchum Blanchair. RSP £2.40

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45, TEMPLAR AVENUE, TILE HILL LANE  
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**OPEN FROM MONDAY 22nd NOVEMBER 1971  
A NEW WHOLESALE CASH & CARRY WAREHOUSE**

CATERING SPECIFICALLY FOR THE "Q.T.C.". COMPETITIVENESS OF CHEMISTS & DRUGGISTS. SEND FOR THE COMPLIMENTARY MEMBERSHIP OFFERED TO ALL QUALIFIED PHARMACISTS. VARIETY AND EASE OF SELECTION.



# Cream of conditioners!



First in the field of hair conditioners, Estolan still goes on from strength to strength. Each year sales increase. The real proof of the product is in the buying. Skim off some of the cream and profits for yourself. Stock and show Estolan, cream of conditioners. Cream for your customers. Cream for yourself.

*Estolan in tubes—87p per doz. from your usual wholesaler. Recommended retail price 17p each.*

**OSBORNE, GARRETT, NAGELE, LTD.,** Makers and suppliers of every hairdressing requisite.

**TURNTABLES**

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When mothers of 'difficult' babies seek your advice... suggest

## Sister Lauras



The simple cereal content is purposely NOT fortified with added minerals or vitamins therefore it can be given with 'other' foods, (this could give you even more profit!). A simple, honest food that encourages healthy babies, quiet nights, happy days. From all wholesale chemists.

sold only through chemists \*

**Sister Lauras food for babies**

Manufactured since 1920 by Sister Lauras Infant & Invalid Food Co. Ltd., Bishopbriggs, Glasgow.

Distributing agents for the Republic of Ireland May Roberts (Ireland) Ltd.

**FRILLY NYLON BABY PANTS**

Fully fashioned plastic lined. Collar sheets, plastic bibs in plain material or nursery prints. Samples and quotation from:

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**Fine Alcohols Division**

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# Classified advertisements

## Classified Advertisement Rates

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Copy Date: 4 pm Tuesday prior to publication date: Advertisements should be prepaid

Publication Date: Every Saturday

Post to: John Thelwell, Classified Advertisements, Chemist & Druggist, Bouverie House, 154 Fleet St., London, EC4A 2DL

Telephone: 01-353 3212

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## Hospital appointments

### NORTH MONMOUTHSHIRE HOSPITAL MANAGEMENT COMMITTEE

NEVILL HALL HOSPITAL, ABERGAVENNY, MON.

### BASIC GRADE PHARMACIST

This vacancy exists in an expanding department at a new General Hospital. The work of the department includes sterile work and ward pharmacy. Residential accommodation is available.

Terms and Conditions of Service in accordance with Whitley Council and the appointment is subject to National Health Service Superannuation Regulations.

Salary Scale: £1,431-£1,797.

Application forms are obtainable from the Hospital Secretary, Nevill Hall Hospital, Abergavenny, to whom they should be returned as soon as possible.

## SOUTH WESTERN REGIONAL HOSPITAL BOARD REGIONAL PHARMACIST

Applications are invited for the post of full-time Regional Pharmacist to the Board, on a salary scale of £4,251 x £150 (4) x £4,851. Commencing salary will be at the minimum of the scale.

The successful candidate will be a member of the staff of the Senior Administrative Medical Officer and advise on all aspects of the Hospital Pharmaceutical Services in the Region and on the implementation of the recommendations as set out in the Report of the Working Party on the Hospital Pharmaceutical Service (the Noel Hall Report). It is anticipated that there will be an attachment with the School of Pharmacy, Bath University.

Applications from suitably qualified Pharmacists, quoting three referees, to the Secretary to the Board, 27 Tyndalls Park Road, Bristol BS8 1PJ, from whom further details may be obtained. Closing date 18th December, 1971.

## TWO SENIOR PHARMACISTS

required; one at St Woolos Hospital, Newport and the other at Pontypool & District Hospital, Pontypool.

SALARY: £1,563-£1,944.

The successful candidates will participate in ward pharmacy schemes and the post provides interesting experience.

## A PHARMACIST

is also required at the Royal Gwent Hospital Newport. SALARY: £1,431-£1,797.

Please apply, quoting two referees and post concerned to:

Group Secretary, 64 Cardliff Road, Newport, Monmouthshire.

**NEWPORT AND EAST MONMOUTHSHIRE HOSPITAL MANAGEMENT COMMITTEE**

### LIVERPOOL REGIONAL HOSPITAL BOARD

## Regional Pharmacist

Applications are invited from suitably qualified Pharmacists for the post of full-time REGIONAL PHARMACIST.

Salary scale—£4,251 x £150(4)—£4,851 per annum. Commencing salary will be at the minimum of the scale.

The successful candidate will be a member of the staff of the Senior Administrative Medical Officer and advise on all aspects of the Hospital Pharmaceutical Services in the Region and on the implementation of the recommendations as set out in the Report of the Working Party on the Hospital Pharmaceutical Service (the Noel Hall Report).

Application forms and further details obtainable from the Secretary, Liverpool Regional Hospital Board, Wilberforce House, The Strand, Liverpool L2 7RW. Completed forms should be returned no later than 17th December, 1971. Please quote Ref. S.124 on envelope.

## Agents

### AGENTS REQUIRED

outside London to handle our comprehensive, fast selling and well advertised range of false eyelashes. Apply in writing to:

Mr. E. Levy,  
Cardinelli Beauty Products Ltd.,  
339 Green Lanes,  
London N4.

## Business Opportunities

**EUROPE AND AUSTRALASIA**  
British subsidiaries of an American company in the toiletry and cosmetic fields have manufacturing and/or sales and distribution facilities for established products in France, Italy, Spain and Australasia.  
Att/n: G. Wright, 2/5 Old Bond Street, London W1X 3TB.



## LEGAL NOTICE

The Trade Marks set out below were assigned on the 29 July 1971 by VANTOREX LIMITED of 43 Upper Grosvenor Street, London W1 to DART INDUSTRIES, INC. of 8480 Beverley Boulevard, Los Angeles, California, USA: WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.

Mark	Registered No.	Goods
TEMPRESS and device	611604	Cosmetics
SILVER CLOUD and Cloud device	649251	Toilet preparations (except medicated toilet preparations), cosmetic preparations, soap, perfumes, essential oils, hair lotion, and dentifrices.
DINNER PARTY Pick up	702390	Toilet cream and toilet powder, none being medicated.
BEAUTY COUNSELOR and device	B710359	Cosmetic preparations and toilet preparations (not medicated).
BEAUTY COUNSELOR and device	B712578	Cosmetic preparations and toilet preparations (not medicated).
Device of man encircled and the word GROSVENOR	729093	Perfumes, soaps, cosmetics and non-medicated toilet preparations. Non-medicated toilet preparations for men.
MOON VELVELT EXTRA-LO	729828 736533	Perfumes, toilet soaps, cosmetics and non-medicated toilet preparations, but not including preparations for the hair and scalp.
BODY-LO	736827	Perfumes, soaps, cosmetics and non-medicated toilet preparations.
HAND-LO	750944	Non-medicated toilet preparations for the hands.
TENDER TRAP	760434	Soaps, perfumes, non-medicated toilet preparations, cosmetic preparations, essential oils, depilatory preparations and preparations for the hair.
FLIGHT OF FANCY	762052	Perfumes, soaps, cosmetics and non-medicated toilet preparations.
WOODSPRITE	762053	Perfumes, soaps, cosmetics and non-medicated toilet preparations.
BEAUTY COUNSELOR	B775485	Non-medicated toilet preparations.
PINK CLOUD	778449	Lipsticks.
QUIXIT	800672	Deodorants and anti-perspirants.
JUPITER	808176	Toilet preparations (not medicated) for men.
BEAUTY COUNSELOR	822482	Room deodorants and air-purifying preparations.
SUITE SCENT		
TEMPRESS	824775	Preparations for the hair.
TEASE	826733	All goods included in Class 3.
EN RAPPORT	B831661	Perfumes, soaps, cosmetics and non-medicated toilet preparations.
PEPPERMINT TWIST	B834298	Lipsticks and rouge.
BEAUTY COUNSELOR	B839202	Non-medicated toilet preparations.
PRETTY COOL		
BRIDES PINK	B840944	All goods included in Class 3.
SUN-LO	B844097	Cosmetic preparations.
BEAUTY COUNSELOR	859374	Cosmetics, non-medicated toilet preparations, soaps and preparations for the hair.
BEAUTY COUNSELOR	863713	Cosmetics, non-medicated toilet preparations, perfumes, soaps and preparations for the hair.
CELEBRE		
BEAUTY COUNSELOR	863714	Room deodorants and air-purifying preparations.
FRESH-N-UP		
SPRAY-KIN	867699	Pharmaceutical preparations for use by spraying as dressings for wounds, cuts, bruises and the like.
FOUNTAIN OR BEAUTY	B869656	Soaps, perfumes and non-medicated toilet preparations, toilet articles (not included in other classes); essential oils, cosmetics, and preparations for the hair.
BEAUTY COUNSELOR	869657	Cosmetics, non-medicated toilet preparations, soaps and preparations for the hair, all scented with spicewood or a fragrance simulating spicewood.
SPICEWOOD		
BEAUTY COUNSELOR	873423	Perfumes, cosmetics, non-medicated toilet preparations, soaps and preparations for the hair.
WHITE GOLD		
BEAUTY COUNSELOR	873424	Perfumes, cosmetics, non-medicated toilet preparations, soaps and preparations for the hair.
RED GOLD		
BEAUTY COUNSELOR	881327	Lacquer, lacquer driers and lacquer setters, all being non-medicated toilet preparations for the nails, lacquers, lacquer driers and setting preparations, all for the hair.
PROTECT SET		
BEAUTY COUNSELOR	881328	Lacquers, lacquer driers and lacquer setters, all being non-medicated toilet preparations for the nails, lacquers, lacquer driers and setting preparations for the hair.
PROTECT-N-SET		
PERFECTRA	B881791	Cosmetics, non-medicated toilet preparations, perfumes, soaps and preparations for the hair.
ILLUMINA	881792	Cosmetics, non-medicated toilet preparations, perfumes and preparations for the hair, but not including soaps or any goods of the same description as soap.
BEAUTY COUNSELOR	884702	Deodorants and anti-perspirants.
SUPPRESS		
BEAUTY COUNSELOR	884896	Deodorants and anti-perspirants; medicated preparations, for the treatment of the scalp and skin.
BEAUTY COUNSELOR	884946	Cosmetics for the lips and lacquers being non-medicated toilet preparations for the nails.
PEARL BLUSH		
BEAUTY COUNSELOR	884947	Cosmetics for the hands and lacquers being non-medicated toilet preparations for the nails.
LADY FINGERS		
BEAUTY COUNSELOR	884948	Cosmetics for the lips and lacquers being non-medicated toilet preparations for the nails.
IVORY SHIMMER		
BEAUTY COUNSELOR	884949	Lacquers being non-medicated toilet preparations for the nails; and cosmetics for the lips.
PRINCESS PEARL		
PEP TALK	885638	Non-medicated mouth washes.
PEP TALK	885639	Mouth washes being medicated.
FIDELITY	888050	Perfumes, toilet waters, cosmetics, non-medicated toilet preparations, soaps, and preparations for the hair.
SO OFTEN	B888051	Perfumes, toilet waters, cosmetics, non-medicated toilet preparations, soaps and preparations for the hair.
PURSUE	888052	Perfumes, toilet waters, cosmetics, non-medicated toilet preparations, soaps and preparations for the hair.

## LEGAL NOTICE

Mark	Registered No.	Goods
PERSUE	888053	Perfumes, toilet waters, cosmetics, non-medicated toilet preparations, toilet soaps and preparations for the hair.
SEEKING	888054	Perfumes, toilet waters, cosmetics, non-medicated toilet preparations, soaps, and preparations for the hair.
SO NEAR	888055	Perfumes, toilet waters, cosmetics, non-medicated toilet preparations, soaps and preparations for the hair.
BEAUTY COUNSELOR LIQUID BEAUTY SUSPENSE	889946	Cosmetic preparations and non-medicated toilet preparations.
BEAUTY COUNSELOR SUSPENSE	892562	Perfumes and toilet waters.
BEAUTY COUNSELOR SUSPENSE	892561	Perfumes, cosmetics, non-medicated toilet preparations, soaps and preparations for the hair.
ESTRA CREAM	894495	Non-medicated preparations for the care of the skin; cosmetics; non-medicated toilet preparations, perfumes; and dentifrices all being in cream form.
CHIN UP	894496	Non-medicated preparations for the care of the skin, cosmetics, non-medicated toilet preparations, perfumes, soaps; and dentifrices.
BEAUTY COUNSELOR BEAUTY SECRET	894497	Non-medicated preparations for the care of the skin; cosmetics, non-medicated toilet preparations, perfumes, soaps, preparations for the hair and dentifrices.
BEAUTY COUNSELOR CREAM BEAUTY	894498	Non-medicated toilet preparations in cream form.
BEAUTY COUNSELOR CREAM VELVET COMPACT	894499	Cosmetic face powder in cream form and containing lanolin and oils, sold in compacts.
BEAUTY COUNSELOR HAND SMOOTH	894500	Non-medicated toilet preparations for the hands.
BEAUTY COUNSELOR SOFT-AS-SATIN	894501	Non-medicated toilet preparations, cosmetics, soaps and preparations for the hair.
WHITE CAPS	894502	Shampoos for the hair, none supplied in containers having white caps or in capsules.
BEAUTY COUNSELOR BRIGHT LIGHTS	894503	Non-medicated preparations for the care of the skin, cosmetics, non-medicated toilet preparations, perfumes, soaps, preparations for the hair and dentifrices.
TEMPRESS WHITE LIGHTS	900015	Cosmetics, non-medicated toilet preparations, perfumes, soaps, preparations for the hair and dentifrices.
BEAUTY COUNSELOR WHITE LIGHTS	900016	Cosmetics, non-medicated toilet preparations, perfumes, soaps, preparations for the hair, and dentifrices.
TEMPRESS PAINT BOX	900068	Cosmetic preparations contained in boxes.
TEMPRESS PEARL GLOSS PAINT BOX	900069	Cosmetic preparations contained in boxes.
BC IN CIRCLE	900764	Cosmetics, non-medicated toilet preparations, soaps, perfumes, preparations for the hair and dentifrices.
GO 'N' SUN RESTLESS	B902660 907216	Non-medicated toilet preparations and cosmetics, all for use in sun-tanning. Non-medicated preparations for the care of the skin; cosmetics, non-medicated toilet preparations, perfumes, soaps and dentifrices.
TEMPRESS	915957	Cosmetics, non-medicated toilet preparations, perfumes, soaps, preparations for the hair and dentifrices.
TEMPEST	B916357	Cosmetics, non-medicated toilet preparations, perfumes, toilet waters, soaps and preparations for the hair.
CANDLE MIST	915293	Face powder and foundation preparations, all being cosmetic or non-medicated toilet preparations.
CANDLEMIST	915294	Face powder and foundation preparations, all being cosmetic or non-medicated toilet preparations.

## UNREGISTERED TRADE MARKS

Mark	Goods	Mark	Goods
PRINCESS PINK	Lipsticks	WOODSMOKE	Eye Shadows
SPUN GOLD	Lipsticks	CLOVERMIST	Eye Shadows
CORAL PINK	Lipsticks	TENDER GREEN	Eye Shadows
APRICOT	Lipsticks	GENTLE BLUE	Eye Shadows
TANGO	Lipsticks	IVORY	Eye Shadows
HAZE PINK	Lipsticks	SMOKE	Eye Shadows
SPARK RED	Lipsticks	DUSKY MOSS	Eye Shadows
TOP PINK	Lipsticks	BEIGE HAZE	Eye Shadows
IVORY FROST	Lipsticks	POPPY	Cream Rouge
QUEEN OF HEARTS	Lipsticks	CORAL ROSE	Powder Rouge
SUN KISS	Lipsticks	PETAL ROSE	Powder Rouge
BEATEN COPPER	Lipsticks	BEIGE MIST	Powder Rouge
BEAT BEIGE	Lipsticks	PINK BEAUTY	Powder Rouge
TAWNY PINK	Lipsticks	FAIR PEACH	Face Powder and Cosmetic Preparation
CORAL SHEEN	Lipsticks	MEDIUM PEACH	Face Powder and Cosmetic Preparation
RED LUSTRE	Lipsticks	DEEP PEACH	Face Powder and Cosmetic Preparation
ALPINE PINK	Lipsticks	FAIR ROSE	Face Powder and Cosmetic Preparation
PRETTY TALK	Lipsticks	MEDIUM ROSE	Face Powder and Cosmetic Preparation
PINK PANTHER	Lipsticks	DEEP ROSE	Face Powder and Cosmetic Preparation
VALENTINE RED	Lipsticks	DEEP BEIGE	Face Powder and Cosmetic Preparation
SCARLET SATIN	Lipsticks	ROSE GLOW	Face Powder and Cosmetic Preparation
RED TAPE	Lipsticks	PINK LADY	Face Powder and Cosmetic Preparation
DEWEY PINK	Lipsticks	TAN	Face Powder and Cosmetic Preparation
GOLDEN PEACH	Lipsticks		
GENTLE GINGER	Lipsticks		
CLOVER CANDY	Lipsticks		
MANDARINA	Lipsticks		
SEA GREEN	Eye Shadows		
JADE	Eye Shadows		
ALICE BLUE	Eye Shadows		
CREME DE MENTHE	Eye Shadows		
DOVE GREY	Eye Shadows		
SHIMMER GOLD	Eye Shadows		
SHIMMER SILVER	Eye Shadows		

**LEGAL NOTICE**

<i>Mark</i>	<i>Goods</i>	<i>Mark</i>	<i>Goods</i>
SOFTLY PRETTY	Face Powder and Cosmetic Preparation	CORAL GLIMMER	Nail Lacquers
PEACH VANITY	Face Powder and Cosmetic Preparation	PARAPHERNALLIA	Nail Lacquers
GOLD NYMPH	Face Powder and Cosmetic Preparation	TIMES 6	Lipsticks
HUNTERS MOON	Nail Lacquers	REFRESHER	Toning Lotion
KELTIE FRINGE	Nail Lacquers	NIGHT FORMULA FOR DRY SKIN	Night Cream
MISTY HEATHER	Nail Lacquers	NIGHT FORMULA FOR NORMAL SKIN	Night Cream
SILVER LINING	Nail Lacquers	LUBRICATING FORMULA	Muscle oil
BURNISHED BERRY	Nail Lacquers	GOSSAMER POWDER	Powder
APRICOT CREAM	Nail Lacquers	VELVET MASCARA	Mascara
SHIMMER BRONZE	Nail Lacquers	CUTICLE LUBRICATOR	Preparations for the treatment of nails
SHIMMER PINK	Nail Lacquers	TOP COAT	Nail Lacquers
WILD PEACH	Nail Lacquers	BASE COAT	Nail Lacquers
THINK PINK	Nail Lacquers	FAMILY DEODORANT	Deodorant
PINK FLICK	Nail Lacquers	HYGIENIC SOAP	Soap
AUTUMN HAZE	Nail Lacquers	SHOWER BAR	Soap
MUTED POPPY	Nail Lacquers	PRETTY PUFF	Bath mitt containing talcum powder.
GILTEDGE	Nail Lacquers		
CORNISH COPPER	Nail Lacquers		
IN CLOVER	Nail Lacquers		
<i>Mark</i>	<i>Goods</i>	<i>Mark</i>	<i>Goods</i>
ANIME	Toilet water, bath essence, bath oil, bath cubes, soap, dusting powder, talcum powder, cream perfumes, pretty puffs, perfume sticks.		
GARDEN PINK	Toilet water, bath essence, bath oil, bath cubes, soap, dusting powder, talcum powder, cream perfumes, pretty puffs, perfume sticks.		
HONEYSUCKLE	Toilet water, bath essence, bath oil, bath cubes, soap, dusting powder, talcum powder, cream perfumes, pretty puffs, perfume sticks.		

**Special announcements**

The time approaches for the **EXTRAVAGANZA OF THE YEAR**. The Chelsea College Pharmacy Dept's Christmas party: The Pharmacy Phollies. This year we guarantee a bigger and better show, followed by a Disco and food. Date: Thursday, December 9. Time: 7.30 p.m. Place: College House, Mannesa Road. Charge: 25p (payable at door and includes food and admission to Disco). See you there.

**Shopfittings**

**SHOPFITTINGS** — Manufacturers of chemists' fittings offer Special Terms to chemists opening or re-fitting in Nov., Dec. and Jan., willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St Paul Street, Bristol 2. Tel.: Bristol 40328.

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**Wholesale distribution of MINALKA**

Concept's Minalka, the balanced mineral dietary supplement for the relief of muscular rheumatism, is available to all retailers through all wholesalers in the United Kingdom. Barclay and Sons Ltd., through the services of Barclay branches and sales representatives will act as Concept's agents to the wholesale and retail pharmaceutical network.

The product relaunch by Concept is backed with extensive national and regional advertising support embracing a six-figure annual budget. Individual Minalka Window Display for each order of 80 packets per pharmacy.

There will be an introductory bonus for the first three-month period of:

10 packets charged for the price of 9 — 36% profit.  
15 packets charged for the price of 13 — 37% profit.  
20 packets charged for the price of 17 — 38½% profit.

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Wholesalers should forward their orders to Barclay and Sons Ltd., which will be filled at normal wholesale discount and with full bonus terms:—

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530 Purley Way,  
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Jaynox—  
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Trentham,  
Stoke-on-Trent.

Jaynox—  
Albion Street,  
Swinton, Lancs.

Jaynox—  
P.O. Box 9,  
Imperial Buildings,  
Blackpool, NS.

Barclay & Sons Limited,  
Central Warehouse,  
New Industrial Estate,  
Old Park Rd., Wednesbury, Staffs.

Jaynox—  
Deeside Industrial Estate,  
Queensferry,  
Deeside, Flints.

Jaynox—  
The Railway Station,  
Port Dinorwic, Caerns.

Jaynox—  
Sharrocks Street,  
Wolverhampton, Staffs.

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Duggins Lane,  
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Wyleys—  
Avery Factory Estate,  
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Leodis Works,  
North West Road,  
Wood House, Leeds 6.

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Lakeside Laboratories,  
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Haywoods—  
Abbeyfield Road,  
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WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel. Park 3137-8. C 140

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